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Cheers! Royal Hotel manager Joice Wisdom welcomes Michael Portillo to Deal with a pint of Shepherd Neame Spitfire. The former Conservative MP-turned-broadcaster was in Deal for two days last week filming for his Great British Railway Journeys BBC TV series, which will be screened next year.

■ BY NICK AMES

A RUGBY match was abandoned after 20 minutes when a flare-up between players led to a pitch invasion.

Referee Steve Halligan took the decision after an on-field fracas in the game between home side Deal and Bettishanger and East Grinstead was followed by crowd trouble.

The Rugby Football Union is now investigating the incident, which took place with East Grinstead leading 22-5.

According to the Deal and Bettishanger account, an initial incident between players was followed by the "stupid and irresponsible" action of a visiting East Grinstead member who had been videoing the game.

The club statement said: "[He] ran on to the pitch and started aiming wild punches at the Lions [Deal and Bettishanger] players.

"A Lions player who was not playing through injury attempted to cool the situation by trying to escort him off the pitch but then was himself attacked by some members of the visitors' coaching staff, leading to a crowd invasion.

"The referee was left with no option but to abandon the game."

The club called it a "sad and untimely" end to the encounter and said that, had there been no outside intervention, the initial incident, which involved four or five players, could have been contained easily by the referee.

A spokesman for East Grinstead – currently riding high in London Two South East Division of rugby – said: "The match was abandoned after 20 minutes when we were 22-5 up.

"The referee took the decision and there will now be an investigation by the RFU."

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your lifestyle



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Chilean adventure
 The rugged mountain slopes of Chile are a treat for climbers and a pretty testing challenge for skiers to see if they have what it takes.
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SEE OUR SISTER PAPERS KENT ON SUNDAY AND THE SATURDAY EDITION FOR ALL THE WEEKEND'S COUNTY NEWS AND SPORT

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Pensioners call for reforms in street protest

■ BY JAMES ALEXANDRE

VETERAN campaigner David Plumstead joined hundreds of people outside parliament last week to protest against the government's pensions reforms.

Appearing on behalf of the Shepway Pensioners Forum and East Kent Senior Citizens, he is calling for better public transport for the over-60s, including an extension of travel concessions on buses and trains.

Mr Plumstead had hoped to meet MP Damian Collins to talk about his campaign, but the Shepway representative was in a Commons debate over the future of the post office and later sent a letter apologising for his absence.

Pensioners from across the country gathered opposite the House of Commons last Wednesday, waving placards and showing banners protesting against the reforms, which they say amount to paying far more for having to work longer.

The campaign then moved to Westminster Central Hall for a meeting of the National Pensioners Convention, where it heard from speakers including Labour MP Kelvin Hopkin, Green MP Caroline Lucas and trade unionists.

Mr Plumstead, who stood as an independent candidate at the last election, said of the speeches: "They were very good, some of them were quite rousing, which was great."

"The essential message that came across is that we've actually got a fight on our hands, and as a campaigner used to taking part in non-violent direct action in the past, I think we're going to see it again out on the streets."

"I think the only language the people in charge understand is peaceful but serious confrontation, to make them wake up."

"Just talking to them and writing



DIRECT ACTION: Veteran David Plumstead

letters doesn't really get you anywhere I'm afraid. I'm proposing on behalf of Shepway Pensioners that we get stuck in straight away."

Margaret Wright, who came up from Folkestone for the rally, said: "There are 11 million pensioners in this country, and if we all stood together the politicians wouldn't stand a chance."

On the subject of Mr Collins' absence, Mr Plumstead said: "I don't think he has done himself any favours by not making himself available."

"I don't think he realises that something approaching 20 per cent of the electorate in his constituency are pensioners who are not at all happy, so he needs to think about that."

£250,000 cash confiscated by magistrates in crime proceeds

A QUARTER of a million pounds of criminal money has been seized and permanently forfeited.

Dover Magistrates Court ordered that the cash confiscated this summer should be permanently surrendered at a hearing on Thursday, October 29.

The majority of the money was found on July 30, 2010, by UK Border Agency (UKBA) staff at the outward controls at Dover's Eastern Docks.

Two British men of Albanian origin were stopped at border controls and had their vehicle searched.

Eleven packages of clingfilm-wrapped bank notes were found in the passenger footwell, with an estimated value of £200,000 in 500 and 200 Euro notes.

Both men denied any knowledge of the money and decided not to contest the cash seizure at the court hearing.

A smaller sum of £50,000 was discovered at the Channel Tunnel outward controls on June 3, when UKBA officers stopped a Lithuanian man and woman.

When questioned by UKBA staff, the man claimed they were only carrying £9,000, but with further questioning, the woman produced another 7,000 Euros.

Seizure

A search of their vehicle led to the discovery of a further 250 Euros and a body search revealed two packages strapped to the woman's thighs containing the rest of the cash in Euros.

The couple chose not to contest the seizure and the money was permanently forfeited at the Magistrates' Court hearing.

Malcolm Bragg, Assistant Director of Criminal and Financial Investigation for the UK Border Agency said: "The Proceeds of Crime Act was designed to prevent criminals holding on to the money they made from their crimes."

"The UK Border Agency is determined to apply this legislation whenever possible to send a clear message to criminals and fraudsters that crime doesn't pay."

"The money we seized in these two incidents will now be returned to the public purse and used, in part, to investigate other crimes."

"Anyone with information about activity they suspect may be linked to smuggling should call our hotline on 0800 595000."

New base for wheelchair service

THE wheelchair assessment service has moved into a new building.

The service, which was previously based in Folkestone, has recently transferred to the Aylesham Health Centre in Queens Road.

Patients, carers and healthcare workers will now benefit from a more spacious and professional environment, with dedicated parking spaces for disabled visitors.

The new centre will work alongside the assessment centre in Canterbury to work with 11,500 adults and children to ensure they have suitable wheelchairs to meet their needs.

To help mark the new premises,

the Wheelchair Assessment Service will be holding an open day between 10am and 3pm on Wednesday, November 17, when everyone is invited to see the new building and to meet the team.

Improved

Gill Packham, head of Integrated Equipment and Wheelchair Services, said: "The new premises in Aylesham will help us to increase the number of patients who can be assessed for our service in a vastly improved assessment space."

"Together with our premises in Canterbury, we will continue to look

after our clients with the highest possible standards of service and care."

A patient at the centre said: "The Wheelchair Assessment Service is excellent."

"After suffering a stroke, leaving me paralysed on my left side, they supplied a wheelchair and ensured that it was correct for my body and gave me tips on how best to manoeuvre it."

"This has made my life so much better, and I am so grateful to the service. All the staff have been very professional."

For more information, phone 01304 843777.



**Saturday 6 November
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Guide to delights of pre-war Deal turns up Down Under

■ BY NICK AMES

A GUIDEBOOK to Deal and Walmer published in 1938 has provided a fascinating insight into the area just before World War Two after it was unearthed on the other side of the world.

One surviving copy of the 64-page booklet ended up in a charity shop in New Zealand and was spotted and snapped up by former UK resident Debbie Kohler who now lives in New South Wales, Australia.

She contacted the DealWeb community website and its Walmer-based webmaster Harold Wyld to see if he would be interested in receiving the publication.

Published by the then Deal Corporation as part of a drive to attract visitors, the guidebook's photographs provide a strong reminder of the local resorts at the height of their popularity.

Crowded beaches, hordes of young anglers on the pier and a flotilla of small boats on the shoreline are among the many scenes depicted.

DealWeb's Harold Wyld said he had found the publication's advertisements particularly fascinating.

He said: "Although many of the local traders – like Worsfolds estate agents and Vyes grocers – have long gone, a few such as Ebdens garage and the Royal and Beachbrow hotels remain."

"The train fares from London to Deal are an



PLACE TO BE: From left, 'Sun, Sea and Tonic Air makes the Beach Nature's Own Playground' says one page, bathing floats near the pier, and rail prices from the 1938 Deal tourism guide

eye-opener with a 3rd-class day return costing 11 shillings (55p) on a Pullman Express."

The authors of the guide also thought that some visitors might be tempted to move to Deal or Walmer.

So they included details of the locations of local amenities, the current property tax rates and even the costs for gas and electricity supplies.

The local population, recorded as 23,500, and the visitors to the area are said to have enjoyed 1,050 hours of sunshine in 1937.

And if they wanted to find out more about local attractions and services, the information centre in the Timeball Tower on the seafront was the place to go.

Although a walk along the Pier today is free, in 1938 it cost 2d for adults and 1d for children under eight years.

Those that ventured to the pierhead were encouraged to visit "the fully licensed buffet" which had been "rebuilt and redecorated".

Mr Wyld said there was a degree of irony in the optimistic tone of the guidebook and

added: "Little could its producers or its readers have foreseen how very different things would be with outbreak of war less than two years away."

Much of the content is available on the internet and DealWeb is planning to offer the original booklet to the reference section at Deal Library.

Mr Wyld said: "I imagine it could be of interest to local historians and inclusion in the library's collection should ensure it is kept safe and is readily available."



GRAND TEAM EFFORT: The Pink Ladies

Old bangers the driving force for Euro charity trek

NINE teams in fancy dress from across east Kent representing the Martha Trust set off on a 1,000-mile trip to Frankfurt, Geneva, Paris and then back to Dover raising over £10,000 for the group's work with vulnerable people.

Each team took part in a car worth no more than £100 and when they got back to Dover, the cars were auctioned off in Ashford at the Hobbs Parker car auction.

Teams included the Pink Ladies and the TBirds from Grease, Fred and Barney from the Flintstones, two men dressed as a male and female Austrian yodeller and a pair of jailbirds.

Julie Gayler, Martha's fund-raiser and The Pink Lady, said: "The atmosphere throughout the entire journey was fantastic, with a terrific sense of teamwork and camaraderie."

No escape for rapists, says DNA case victim

NEW technology means rapists who think they have got away with their crime should be very afraid, says a woman raped at knifepoint 24 years ago whose attacker is now behind bars.

Using the name Liz to protect her identity, she spoke to the BBC and told how she was attacked by Paul Dyne in Deal in 1986 when she was 18.

Dyne, 45, of New Malden, south-west London, was jailed for eight years in July after police re-examined DNA.

Liz said the increased use of new technology means rapists, not the victims, were now the ones who should be afraid.

"There's probably a lot of women out there just like me who've spent years being afraid, looking over their shoulder – it's a horrible way to live," she said.

"And now, with these cold case teams, the tables seem to have turned because there are offenders out there and they're the ones that are going to be scared right now because they're going to be caught."

On the evening of the attack in February 1986, Liz had gone to buy milk at a Deal store when she felt a gloved hand placed over her mouth.

She was dragged to waste ground



LOCKED UP: Paul Dyne was jailed for 1986 rape after police re-examined DNA

where Dyne told her he had a knife before covering her eyes with a scarf and raping her.

Dyne was held at his home on December 22 last year and was charged later the same day. He admitted the crime at a court hearing in May, and was sentenced in July.

DNA had been re-examined and identified as a one in a billion match with his profile.

Liz said: "I would say to other women... have some hope because I didn't have any hope."

"For 24 years I lost hope that this man was ever going to be punished."

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Legion's call to arms with the Poppy Appeal

■ BY MATHEW BEECH

DOVORIANS are being urged to help with this year's Poppy Appeal as the Royal British Legion looks for record levels of donations.

After the closure of the legion's Dover branch, responsibility for organising events has rested with the Deal and Walmer branch and organisers Sally Moat and Diana Abrahams.

Illness has curtailed this year's preparations, so organisers are looking to volunteers from Dover to help make this year's Poppy Appeal the most successful yet.

Mrs Abrahams said: "Unfortunately there is no Dover branch and there are only two people to organise the appeal, so I'm afraid there will be no specific events this year."

"We would like the public to help out with collecting and anything like that."

"They will need to come to us to get an official ID because it is essential that collectors have clear identification."

"There have been problems in the past and we want to make sure the money is going to the right cause."

"I am looking to have a table set up in Tesco and we are looking for a couple of volunteers to collect there."

"There are almost 3,000 centres across the UK and if people give us a call we should be able to get almost anything, within reason, to them in a few days."

"If they want, they can call Ann and Pam's Florists [01304 202796] in Cherry Tree Avenue, Dover, who are acting for agents for us and they will pass on any orders."

The 2010 appeal marks the 90th anniversary of the founding of the Royal British Legion and urges: 'For their sake, pin on a poppy'.

Last year, Dovorians contributed more than £21,000 to the Royal British Legion,



POPPY: Dover collected £21,000 for last year's appeal

which collected £1.3 million in Kent. Nationally, the Poppy Appeal raised more than £36m for ex-service personnel and their families and the Royal British Legion is looking to top that amount this year.

Mrs Abrahams said: "I would like us to raise more than £25,000 in Dover."

"Last year it was wonderful that people in Dover raised £21,000."

"Nationally, the target this year is to collect more than £40m."

For more information or to get involved with this year's Poppy Appeal, phone Mrs Moat on 07807 141849 or Mrs Abrahams on 07930 375699.

PhD insight into JFK's inner circle

A P&O FERRIES employee from Dover is to receive a PhD for her research into American politics.

Michelle Ulyatt, 29, from Durham Hill, is celebrating after being admitted to the degree of doctor of philosophy by the University of Kent.

Miss Ulyatt, who works in the PR department at P&O Ferries' Channel House HQ in Dover, will be awarded her PhD at Canterbury Cathedral on Friday, November 19.

The former Dover Grammar pupil spent four years researching and writing a 94,000-word thesis concerning the role played by American political aide and speechwriter Theodore Sorenson – who died in New York last week, aged 82 – in shaping the legacy of President John F. Kennedy. She was awarded a bursary enabling her to study at the Kennedy

Library in Boston, Massachusetts, and interviewed Mr Sorenson and other political figures, including President Barack Obama's speechwriter, Adam Frankel.

Miss Ulyatt is hoping to turn her thesis into a book. Her interest in the subject stems from her first-class degree in politics, awarded by the University of Westminster in 2002.

Miss Ulyatt said: "Mr Sorenson was a private and modest man who always shunned the spotlight."

"In addition to writing some of Kennedy's greatest speeches, he devoted his life and career to preserving the memory of JFK and the reasons behind the president's political actions and policies. Mr Sorenson deserves far more credit than he ever received for doing this from the American people."



MICHELLE ULYATT

NEWS IN BRIEF

Calais stowaways stopped

TWO stowaways have been found hiding in a lorry loaded with Christmas fruit and nuts.

The Eritreans were discovered by UK Border Agency officers using sniffer dogs in Calais in the early hours of October 21.

The man and woman were detected hiding in the back of an Italian-registered lorry about to board a ferry for Dover. They were handed to the French authorities.

The haulage company and the driver could face a potential fine of £4,000 if they are unable to prove they did not take steps to secure the vehicle.

Regional director Carole Upshall said: "We base UK Border Agency dogs and staff in France to stop would-be illegal immigrants before they can reach the UK."

"As well as using sniffer dogs, we also have heartbeat detectors and carbon dioxide probes to find people hiding in vehicles."

Cruising into a busy year

DOVER, which is the second busiest cruise terminal in the UK, is to welcome a range of ships in 2011.

Niche operators such as Crystal, Seabourn and Oceania are catering for a renaissance in premium cruising from Dover. The Hebridean Princess will take a select 50 guests, offering fine wine and dining as it cruises the Western Isles.

Transatlantic cruises are offered by the Holland America Line, which travels to New York City from its home port of Dover. The port will also be welcoming such lines as Aida, Iberocruceros, Pullmantur, Fred. Olsen, Saga and Princess.

Punched to the ground

AN ASSAULT in Deal left a man unconscious on the ground. The attack took place on Blenheim Road between 2.45pm and 3pm on Saturday, October 16.

A 22-year-old was assaulted by two men. One held him in a headlock, while both of them punched their victim, causing him to lose consciousness. The two men then ran down Blenheim Road in the direction of Tides leisure centre.

A 30-year-old from Deal has been arrested and released on bail pending further inquiries. Anyone with information is asked to phone PC Roy Bushe on 01304 218167.

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Fireworks

- a message from your Community Safety Partnership



Dover District Community Safety Partnership are asking for assistance from parents and young people as well as youth and community leaders to help make this year's bonfire night festivities fun and above all safe

- Act responsibly
- Keep Safe
- Adults should accompany children
- Be safe, be seen

Fireworks are dangerous

They can hurt and frighten people and animals. Follow the Fireworks Code, visit campaigns.direct.gov.uk/fireworkssafety

- It is safer to go to an organised display
- If you are an adult and still want to buy your own fireworks, only buy those marked BS7114
- It is against the law to:
 - Sell adult fireworks to anyone under 18
 - Have adult fireworks if you are under 18 and in a public place
 - Have fireworks meant for a professional display
 - Let off fireworks after 11pm and before 7am, except on Bonfire Night (allowed up until midnight), New Year's Eve, Diwali and the Chinese New Year (all allowed up until 1am)
- If you break the law and use fireworks in a way that causes nuisance you could be fined £80
- If you use fireworks dangerously you could be prosecuted.

Have fun but take care and respect others.
Let's help keep Dover District Safe.



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08 58 Seat EXEO 2.0 TDI CR SE Lux 4dr [170] Blue 6061	\$17345	\$15459	\$1846
08 58 Seat Ibiza 1.2 S 3dr [AC] Black 16230	\$8000	\$7299	\$701
09 09 Seat Ibiza 1.2 SE 3dr LUNA GREY 15816	\$9275	\$8000	\$1275
08 10 Seat Ibiza 1.4 Sport 3dr Silver 20146	\$8700	\$8000	\$700
10 10 TD1 Ecomotive 3dr Red 6086	\$11499	\$11190	\$309

	Was	Now	Save
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08 58 Seat Ibiza 1.4 TDI 5dr Sport 3dr Yellow 1829	\$12020	\$11000	\$1020
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\$15030	\$14299	\$731
\$9005	\$8699	\$306
\$12470	\$12000	\$470
\$52655	\$52499	\$156
\$10975	\$10900	\$75
\$16505	\$14495	\$2010
\$12665	\$12000	\$665
\$15030	\$14299	\$731
\$9005	\$8699	\$306
\$12470	\$12000	\$470
\$52655	\$52499	\$156
\$10975	\$10900	\$75
\$16505	\$14495	\$2010
\$12665	\$12000	\$665
\$15030	\$14299	\$731
\$9005	\$8699	\$306
\$12470	\$12000	\$470
\$52655	\$52499	\$156
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Ready to save even more lives

With one in four properties at risk of flood, Kent Fire and Rescue Service invests in extra training

■ BY KATY LITTLE

KENT Fire and Rescue Service has new lifesaving equipment that will be used to rescue people in the event of flooding.

To mark the launch of the new gear, a reconstruction of a flood-rescue was held at Action Watersports near Lydd on Thursday last week – and KOS Media reporter Nick Ames put himself forward as the aquatic guinea pig to be saved.

KFRS says it is preparing for every eventuality and that by working with the Environment Agency and investing in training and new equipment it will be able to make water-rescues and provide help during times of flooding.

Tim Norton, of the Environment Agency, said: "One in four properties in the South East is at risk of flooding and we are working hard together to make sure people are prepared. Our message today is: We are prepared. Are you?"

Sean Bone-Knell, KFRS assistant director of operations, said: "The major flooding that Kent has experienced during the last decade and most recently in other parts of the UK has highlighted the considerable demands on our resources."

"With areas like Romney Marsh in the top 10 regions in the UK at significant risk of flooding, and other parts of the county having a history of coastal and island flooding, we

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 KOS Media's Nick Ames is hauled from the depths. Search 'rescue'

knife, a long line for pulling people to safety, torches and binoculars.

The units are based at Larkfield, Whitstable, Folkestone and Tonbridge fire stations, alongside the tidal-water-rescue unit at Sheppey fire station.

Fire officer Bone-Knell said: "The work is very physical but also involves a lot of technical knowledge on subjects as diverse as hydrology, so fire-fighters can read the water conditions to judge whether there are hidden dangers, or physics, to understand the impact of moving water on vehicles and structures.

"Our water-rescue teams have undergone very extensive training to ensure they can operate safely and save lives in the most extreme conditions."



GOOD SAVE! The rescuers demonstrate their skills with a training demonstration, 'saving' reporter Nick Ames



decided there was a need to upgrade our existing water-safety procedures and resources."

During the past 18 months, KFRS has equipped and trained more than 600 staff in water safety.

Crew members manning the four new water-safety units have a bag of emergency kit, including drysuit, helmet, buoyancy devices, a

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QUESTION & ANSWER

IAN PETTITT



Q&A

The president of Deal Tri sports club talks to **Florence Tennent** about taking part in triathlons, aquathlons and world championships. He explains how you can get involved – you really don't need to be Ironman!

Q Can you tell us a bit about yourself?

A I moved to Deal in 1980 to teach at Deal secondary school for 10 years. I then changed jobs and became the first paid employee for the British Triathlon Association as liaison officer. Since 1999 I have been an immigration officer and now work for the UK Border Agency, based at Coquelles in France.

Q How did you get involved in triathlons?

A While I was a PE teacher I took a year's secondment to retrain as a maths teacher, which gave me a bit more free time during the week. I had previously been a competitive swimmer-turned-water-polo-player for both Folkestone and Dover lifeguards but was gradually getting too old to play at a decent level.

By chance I watched a TV programme called The Visit, which focused on a man who had major surgery and then went off to compete at the Nice Triathlon in France. Watching him going through the stages of the competition was quite humbling and I started riding a bike again and taking up running. I had already joined the then Deal Striders, now Deal Tri, and quickly formed a triathlon section.

Q What does Deal Tri do?

A Deal Tri is now a multisport club where members either swim (open water, masters

or triathlon/aquathlon-related), cycle (time trial, road-racing, duathlon/triathlon, radonnees, even mountain-biking) and running (road, cross-country or again triathlon/duathlon/aquathlon-related). We started with 10 members back in 1986 and over the years we have grown to 416.

Q Why should people give it a try?

A Triathlon is a great sport which is attainable to most people. Generally, people may think immediately of the Ironman-type triathlon that they see on the TV, but there are many distances all the way down to supersprint, which could be as short as a 400-metre swim, 10-kilometre cycle and a 2.5-kilometre run.

Q Can you tell us about the aquathlon you did recently?

A The World Aquathlon Championships are generally held a few days before the Triathlon World Championships. It is generally a 2.5km run, 1,000m swim and a 2.5km run.

Because the weather in Budapest was much colder than expected, the water temperature had dropped and the organisers had to change the format to a swim/run event which normally would be a 1,000m swim and 5km run, but the WGB decided to keep the run to 2.5km.

Prior to my attendance, I had been quite ill with a chest infection and although I had entered both races many months ago I had not planned to race the aquathlon and to save

myself for the weekend. However, the short run really decided it for me as I am a pretty good swimmer and a not-so-good runner.

Q How did it feel to come fifth in the world?

A Due to an error with someone's age group, the results were amended and I have actually dropped to sixth place, but I still feel very proud to gain such a high position.

I am actually at the wrong end of my age group and the same time would have placed me second in the next group up, which I join next year. Therefore the result has given me the incentive to continue training hard throughout the winter.

Q What about the recent World Triathlon Championships?

A The age-group Triathlon World Championships were held over two days, with the sprint race on one day and the Olympic distance the next. I and three other Deal Tri members raced the sprint distance and one member raced the Olympic. I personally had the best race I could possibly produce – except for a time penalty – coming in 28th out of 61 in my age group.

Q How can people get involved with the club?

A For more information about Deal Tri and how to get involved, see www.dealtri.co.uk/.

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Media boss treks ancient Peru to help the children

■ BY NICK AMES and KATY LITTLE

NEWSPAPER boss Paul Stannard took time out from making boardroom decisions to see what life is like in one of the most remote and historic places on Earth.

As part of a drive to raise funds for Dave Lee's Happy Holidays and children's hospice Demelza House, he trekked through rainforests, along mountain trails and across wide rivers and lakes before ending up in Peru's fabled lost city of the Incas – Machu Picchu.

On the way, he encountered piranhas and tarantulas, battled altitude sickness and witnessed the ravages of a jungle storm.

"Children's charities in Kent are something KOS Media [publisher of this newspaper] has been involved with for six years and I felt it was time I did something myself," said Mr Stannard, part of a group of 14 trekkers.

The trip followed the ancient trail of the Incas and at one point the group found itself on a rickety structure erected 200ft up, looking down on the canopy of the rainforest.

The group was shown an insect that can stun a tarantula before laying an egg on the deadly spider, and at night listened in tents to the sounds of jungle creatures.

One of the main dangers of trekking in the Peruvian rainforest at altitude is fierce thunderstorms.

"The weather can change so quickly," said Mr Stannard, who described his journey as "very emotional" and the final descent into the ruins of the former Native American civilisation as "overwhelming".

"When you climb the Sun Gate and look down on the city everybody gets emotional."

Mr Stannard said his trek gave him some new perspectives.

"It made me think about the people I was doing it for, about my family and life in general," he said.

"The local people are a hardy lot – maybe they haven't as much as others in some ways, but they are always cheerful."

"The first couple of days were fine but later on I started thinking 'What on Earth am I doing?'. But now I'm back, I think it was a fantastic experience."

To donate to Dave Lee's Happy Holidays, go to www.justgiving.com/Paul-Stannard, and for

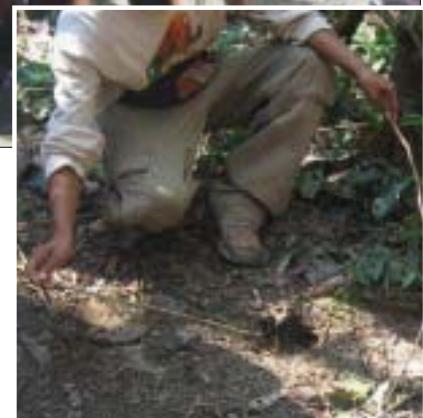


REALITY TREK: Paul Stannard, centre, with his fellow trekkers at Machu Picchu; and, right, a friendly tarantula

those who wish to contribute to Demelza go to www.justgiving.com/Paul-Stannard.

Anyone wishing to donate by cheque should make it payable to Dave Lee's Happy Holidays or Demelza House Children's Hospice and send it to Kerry Head, KOS Media Ltd, Apple Barn, Hythe Road, Smeeth, Ashford TN25 6SS.

If you want to see Mr Stannard talking about his travels, go to www.yourkenttv.co.uk.



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Youngsters moving to healthy success

THE Street Dance Project has been a great success, say its organisers.

The Dover District Council Safety Partnership, which is continuing its work to engage with young people, funded the pilot scheme after feedback from youngsters who wanted something constructive and healthy to do.

Additional funding has been agreed by the Dover district community safety unit and classes for primary school children are running until the end of 2011 at the Triangles community centre in the St Radigunds area between 5pm and 6pm on Fridays.

The pilot project was run by PACE Developments and enabled young people to gather in a safe environment, learn modern dance moves, keep fit and enjoy themselves at the same time.

The community safety partnership has agreed to further funding following the success of sport leadership programmes in other areas, which it also funded.

For details, call 01304 872338 or email communitydevelopment@dover.gov.uk.

Historic family ties

A GENEALOGY craze is sweeping Dover, according to an independent survey.

Two-thirds of people are planning to delve into their families' past to uncover their roots, with most saying they will start by asking their grandparents.

The most popular discovery residents would like to uncover in the archives would be a naval hero, at 29 per cent, narrowly followed by 20 per cent of people longing for an aristocratic history.

'Cuts make us question the direction of party'

■ BY MARIJKE COX



FIGHT FOR HIS PARTY: Shepway councillor Peter Carroll

versity is absolutely wrong. I am furious with this; it is taking away opportunities for people."

Clr Carroll, who openly expressed his disappointment with the formation of the Coalition in May, said that despite his upset at the recent changes in the party he would not resign.

"I've always been interested in politics to try to make things better, a bit like with the

Gurkha campaign and the Lydd-airport campaign," he said.

"I haven't traditionally had a working interest in the LibDems. I've never been on committees, for example.

"Now I've got to start going to conferences and show how I've put blood, sweat and tears into the party. Our opinion poll rating is horrific, the leadership is doing a difficult job and judgements are being made.

"But I believe the party can change."

Cllr Carroll admitted there was a feeling of disappointment among LibDem voters.

"They can see a party that has fallen into bed with another party which cheers with glee to massive cuts to spending," he said.

"We did have to make cuts, but they needed to be made in a much more measured way, with sensitivity."

Fellow LibDem Guy Voizey, who lost to Tory Julian Brazier in the fight for the Canterbury seat, said the spending review was as expected.

"I think people are aware there needed to be some sort of change in Government spending," he said. "There's going to be winners and losers in this. Some people will benefit, such as poor people in schools who will see significant investment.

"People who lose out will be upset and it is the job of Government to put in conditions that allow everybody to do their own things to help themselves as much as possible."

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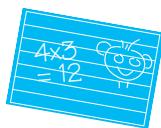
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BIG SNIP: Warden House pupils and Kenny Kinch

Co-operation counts

PRIMARY-school pupils have cut the ribbon to open a new Co-operative store.

The youngsters from Warden House and Sandown primary schools took part in the ceremony on Thursday, October 21, in Deal.

The new store in Park Road has been rebranded from a Somerfield shop as part of a £600,000 investment by the Co-operative Group.

To thank the two Deal schools for helping them with the ribbon-cutting ceremony, the company has donated £100 to each school's funds.

Store manager Lenny Kinch said: "We are proud to serve the local community and this substantial investment means we can provide an enhanced service."

German exchange

A GERMAN school band has travelled to Dover to perform a joint concert with St Edmund's Catholic School.

Holzkamp Catholic Comprehensive School, from Witten, Germany, arrived on Monday, September 27, to spend a few days enjoying English culture and to perform some concerts.

The 31 German students spent time in the classroom before heading to St Edmund's Eden theatre for the concert.

Holzkamp's director of music, Peter Harbecke, said: "It was a great opportunity. We would love to come back again."

Rubbish marine monsters bring ocean life to school

■ BY MATHEW BEECH

A MARINE Conservation Society roadshow will travel to primary schools after pupils entered a build-your-own sea monster competition.

The SeaFrance-sponsored scheme will see more than 1,500 schoolchildren discovering the secrets of the ocean as the MCS Cool Seas Roadshow visits nine schools in Kent.

The children were challenged to create their sea monster using items they would usually throw away, highlighting the amount of rubbish found on Kent's beaches every year.

MCS corporate fund-raiser Kat Stephenson said: "The Cool Seas Roadshow is an amazing interactive spectacle that takes the secrets of our oceans and seas into the classroom.

"It brings life-size inflatable models of sharks, minke whales and dolphins into the school to show pupils just how cool our UK seas are.

"The children learn all about marine conservation and what they can do to help look after our seas, including the terrible impacts of litter on wildlife.

"SeaFrance and MCS have been really amazed at some of the ideas, from a sea serpent called Lily Chilly to a monster called Speedo Spike, made out of everything from cardboard to plastic.

"MCS is once again delighted to be

working alongside SeaFrance, which has generously given more than £4,000 to pay for the Cool Seas Roadshows at the winning schools.

"Some of the entries were from whole classes, while others were just from small groups of children.

"But, to a child, they had really taken the litter theme on board and showed a real understanding of how damaging marine litter is to us and to wildlife."

SeaFrance managing director Robin Wilkins said: "It's vital for the future of our planet that we get this message across to the next generation, and it's great to be able to do so in a way which is creative and informative."

Alicia Adams, Skye Kerr and Lauren Bennett, all aged eight, won a Cool Seas Roadshow for Murston junior school in Sittingbourne by creating Ollie the Octopus.

They said: "We think litter on beaches is very bad. It can harm animals. It does not look very nice and makes us sad."

Yasemin and Ellis Mehmet, aged 10, will also see the roadshow visit their school, Sundridge and Brasted CE primary school, near Sevenoaks, after they came up with a frightening octopus called Black, made out of a black bag.

The winning schools were: Leeds and Broomfield; Murston junior, Sittingbourne; More Park Catholic, West Malling; Vigo Village; Rovenden, Cranbrook; Morehall, Folkestone; Birchington; Sundridge and Brasted; Southborough primary; and Bromley.

• For details, visit www.mcsuk.org.



MONSTER EFFORT: Alicia Adams, Skye Kerr and Lauren Bennett from Murston junior school with their recycled creation, Ollie the Octopus

SEND your schools news and pictures to dave.mairs@kosmedia.co.uk. You can also upload your video clips of schools events on to www.yourkenttv.co.uk.

Open Morning

Saturday 13th November 2010

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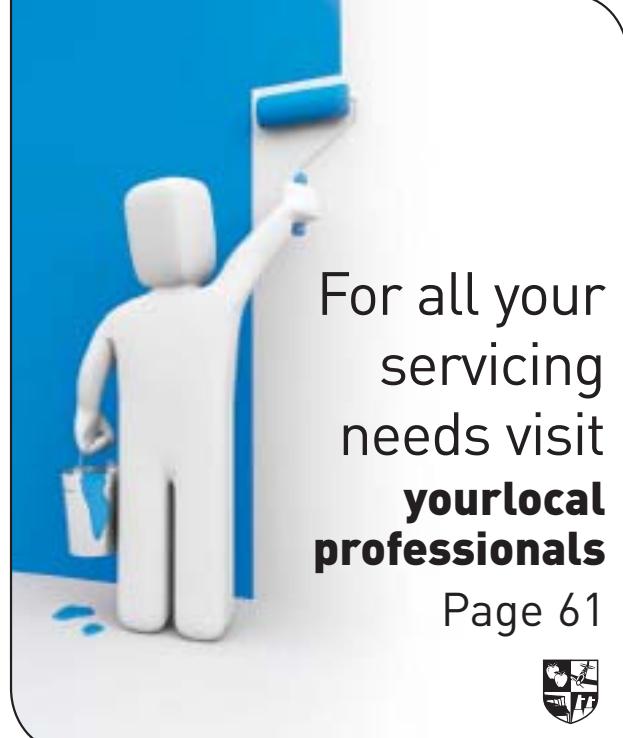
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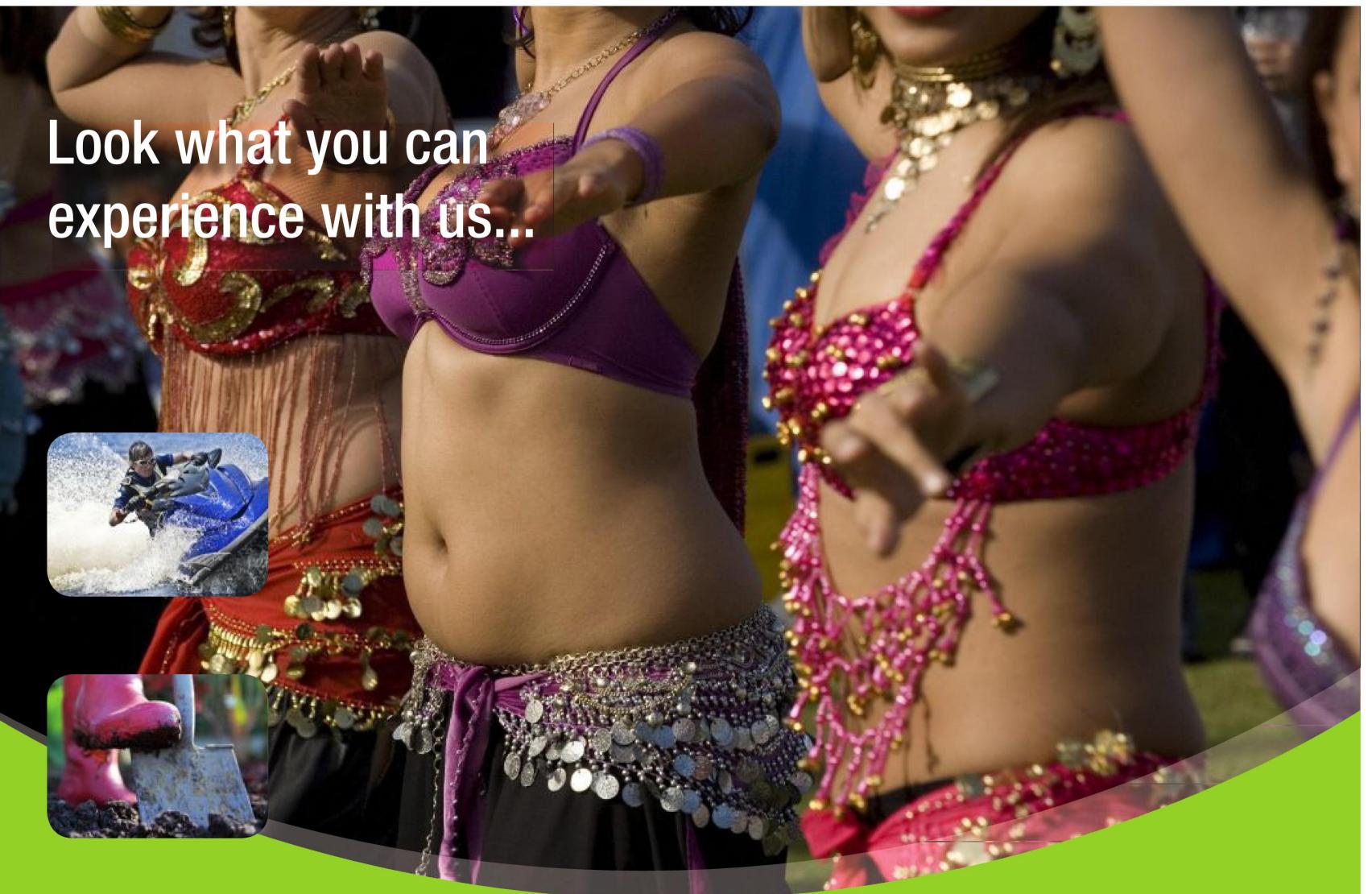
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Page 61





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Conference Programme



Lord Michael Howard



Tim Allen
MJ Allen



Phil Beavan
Innovation & Growth Team



Elizabeth Dolding
Warners Solicitors



Johnnie Jensen
Tmandi



Dan Maudhub
Wonderful Creative Agency



Simon Brown
Coca Cola



Neil Annis
ThinkGap



Ben Edwards
Page Suite

Opening Address: 9.00 – 9.20

Lord Michael Howard, Baron Howard of Lympne
Paul Stannard, MD, ARCHANT KOS MEDIA

Session 1. 9.30 – 10.00

Winning business from the public sector TODAY Panel discussion

In the wake of the comprehensive spending review, many businesses will have to review the way in which they trade with the public sector. Public sector procurement covers everything from multi-billion pound orders for aircraft carriers down to contracts to clean the windows of local schools or supply flowers to the town hall. Every government department, local authority, LEA and health trust has its procurement officers and each has its own buying requirements.

Panel members:

Tim Allen, Group Managing Director, MJ Allen
Martin Wragg, Defence Suppliers Service, MOD
Jeff Alexander, Head of External Affairs, South East Region, EEF

Session 2. 10.15 – 10.45

Readying investment... how to catch your dragon

Many people have some great ideas; however, translating them into a tangible prospect for business and investors is not always so easy. Come along and hear how to attract and secure equity investment into your business... the do's and don'ts, rights and wrongs... and how to spectacularly cock it up.

Speakers:

Phil Beavan, Portfolio Director, Innovation & Growth Team
Elizabeth Dolding, Partner, Warners Solicitors

Session 3. 11.00 – 11.30

Digital Revolution: What's in it for business?

Apps, stats, video, mobile technology, the web – what does it all mean for business? How can we be a part of the digital revolution and what are the implications for businesses. Come and hear from a leading expert, who has over 10 years of experience in this area, as well as working for leading companies such as Lycos Europe.

Speaker:

Johnnie Jensen, Success Engineer, Tmandi

Session 4. 11.45 – 12.15

Tweet, greet and network... is social media like Twitter, Facebook and LinkedIn worth the investment?

Despite the tremendous growth of business presences on social media sites, such as Facebook, LinkedIn, Twitter etc, there are still many misconceptions about how best to use it. Come and hear from an expert, with many years of experience in this area and dispel some of the myths. Get advice about spending time up front doing analysis, research, goal setting and how having a strategy will make a social media plan easy to execute.

Speaker:

Dan Maudhub, Managing Director, Wonderful Creative Agency

Session 5. 1.00 - 1.30

Win the war for talent – getting the best staff

Despite the prospect of job cuts and redundancies, many sectors are struggling with a real shortage of skilled staff. With the green shoots of economic recovery starting to appear, businesses will have to work harder than ever to retain talent, and understand the best way to recruit such staff initially. Come and hear from a leading HR expert, who will offer businesses tips and hints on how to achieve this.

Speaker:

Simon Brown, HR Transformation Deployment Director, Coca Cola Company

Session 6. 1.45 - 2.15

Manage and inspire... it doesn't have to be a secret

Books and courses are not a panacea to good management, nor do they guarantee that people will be able to put the theory into practice. Come and hear from a motivational speaker, who has over 20 years experience in operational management, sales, change management, training & coaching, personal and organizational development.

Speaker:

Neil Annis, Managing Partner, ThinkGap

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Session 7. 2.30 - 3.00

Global brand marketing strategies for local businesses

Discover a world of multi-channel marketing opportunities and learn how big global brands maximise mobile apps, digital, print, social networking and PR as interconnected revenue generators. We showcase how local companies can create their own revenue and brand success through a strategic multi-channel campaign, quickly, efficiently and effectively.

Speaker:

Ben Edwards, Marketing Manager, Page Suite

Session 8. 3.15 - 3.45

The Big Debate – what will be the role of business in the Big Society?

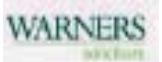
David Cameron launched the 'Big Society' to empower communities and said that groups should be able to run post offices, libraries, transport services and shape housing projects. What are the implications of this for businesses and how can they be involved? Come and join a panel session with leading experts from business and social enterprise to hear what they think the future landscape may look like.

Celia Richardson, Director of Communications, Social Enterprise Coalition
Johnnie Jenson, Success Engineer, Tmandi
Clive Relf, Senior Business and Tax Partner, Reeves & Co LLP
Desmond High, Director, EMC Management Consultants Ltd
Roger House, Regional Chair of the Federation of Small Businesses

Panel members:

Register now for FREE tickets www.businessweeklive.co.uk

KEY PARTNERS



Speakers' Corner



SMART marketing and funding can turn a good idea into a profitable business, says an industry expert.

Phil Beavan, portfolio director for the Innovation and Growth Team, said too much focus is often put on a product without enough thought about how to bring in investment.

The straight-talking business guru will address Business Week Live delegates on 'Investment ready – how to catch your dragon'.

"You have to make sure the product is financially ready, that there will be high growth and a good exit route," he said.

"People have to make sure they are investment ready. There have been real horror stories where people have got a great product, but spend so much time focusing on that that they get nowhere and have lost a lot of money."

Mr Beavan said since he started with the Government-funded Kent and Medway Innovation and Growth Team in March, he has raised just over £500,000 in investment for businesses.



BUZZ words are out and straight-talking in says motivational speaker Neil Annis.

The Kent-based business expert will let Business Week Live delegates in on 'The Secret of being an Inspirational Manager'.

"I'm going to talk to people about how to get the best from themselves and how to adapt as a manager to keep staff motivated," he said.

"This is not about buzz words and hype – I really don't like that – this is about tips and advice that can be easily translated in any organisation. "People need to be able to implement knowledge, skills and ideas into the workplace to run a successful business."



FACEBOOK, Twitter and other social networking websites have levelled the playing field between large and small businesses, says digital marketing specialist Jonnie Jensen.

Mr Jensen's Tmandi firm works with other companies to help them improve their internet search ranking and teach them how to make the best use of modern technology – a must in business today he says.

He will talk about 'The Digital Revolution' at Business Week Live: "The digital revolution has enabled businesses of all sizes to compete against one another. In the earlier days of the internet it was all about who had the most money to spend. A classic example would be companies from the insurance sector buying the most expensive keywords so customers would always come to their sites first on search engines like Google.

"But now the use of social media like blogs and forums has brought us right back to what was the original measure of a successful business, and that was representation.

"I'm keen to point out to small and medium-sized firms that there's never been a better opportunity for them to succeed. All it really takes is a creative mind and a commitment to reach the top."



PRIVATE sector firms should be pulling out all the stops to capitalise on the outsourcing of public sector contracts, says engineering boss Tim Allen.

Mr Allen – the group MD of the Ashford-based MJ Allen Group – is taking part in a panel discussion on the subject at Business Week Live:

"Although there will be lots of cutbacks, the public spend is still large and there's still work to get. And with more outsourcing away from public control, there's a great opportunity for private companies to make the best of it. "But there's no substitute for getting out there, knocking on people's doors and letting everyone know what you do."

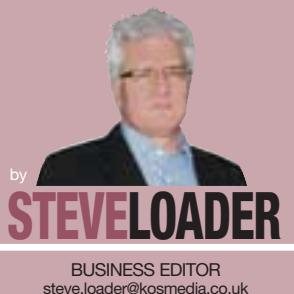
Which makes Business Week Live a 'must' event, he said: "It's all about meeting as many new people as possible."

Calling all Business Owners, Managers & Entrepreneurs

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Why Businesses Should Attend



Business Week Live makes its debut on Wednesday November 10 – exactly three weeks after the Government's Comprehensive Spending Review.

We all knew the CSR would be a bitter pill to swallow – we hope and pray it will do good even though it tastes foul at the moment.

I know many businesses had been holding off making their plans for 2011 because they wanted to hear what Chancellor Osborne had in mind.

Now they know, they need to move fast to get those crucial plans in place for what will be a pivotal year for them and the country.

And I'm happy that Business Week Live can deliver solid foundations upon which to build

or re-build rather than an exercise in tracing pretty patterns.

Instead of token celebrity speakers which, as a scribe I would welcome for the anecdotes and column inches they deliver, there is a roster of experienced industry experts discussing issues facing us all today at Business Week Live who can send delegates away with more than a few top tips that may rescue and re-energise their business.

There are a few stands remaining so companies need to move fast to secure one.

Entry is free of course, but some proprietors and managers may question whether they can afford time to attend; I would ask 'Can you afford not to?' when there is so much free advice and expertise on offer. Plus £2,500+ worth of training access from one speaker alone.

An hour or two spent here is far more valuable if it saves your company, staff and jobs – and the latter means prosperity for us all.

Take out insurance for your business - get yourself registered at www.businessweeklive.co.uk.

Exhibitor List

ADM Computing
All Health Matters Ltd
Archant KOS Media
Asbestos First
Baybuk
Belmont Insurance
BIG
Brachers
Bradbourne House
BT Local Business
Buckmore Park Karting Ltd
Business Computer Solutions
Business Flow UK
Business Link SE
Business Week
Channel Chamber of Commerce
Charity Bank
Chart Hills Golf Club
Circatron
Claws & Jaws
Clean Tech
Comcheck Systems Ltd
Complete Ice Control
Core Financial Services
Credo IT & CRB Checks
Desibox
Dickens World
Dodds PC Repairs
East Malling Conference Centre
Ecotricity
Federation of Small Business
Future Creative
GCL Ltd
GradsKent Project
HMRC
IMM-PR
Innovation & Growth
Intellectual Property Office
IPS International
Jewelrama Ltd
Judd Associates
KCC (South East Business Carbon Hub)
Kent Business School
Kent Cleaning Solutions
Kent F.A.
Kent Invicta Chamber of Commerce
Kent Office Solutions
Kent Science Park
Kinnarps

KPS Business Solutions
Leaf Hotels
Lloyds TSB
London Golf Club
M J Allen
Managed Service Centre
Manston Airport
Matt Hopkins Print & Web Design Services
McCabe Ford Williams
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Print Big
Pxl Pig Studios
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So Magazine
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Each of our teams will consist of MBA Students, Alumni and Academics, with an extensive range of industry experience in a variety of sectors.

On average, our MBA students have 10 years management and international experience. The session will enable companies to come and discuss ideas, issues and generally brain storm with qualified business experts from all industries and age groups.

Sessions are free throughout the day, however numbers are limited so book your place early by emailing s.blanchard@kent.ac.uk



"Is Creativity Good Business?"

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- How can creative approaches to thinking and solution finding help develop successful businesses
- Participants will have the opportunity to contribute and assess their own business needs and explore possible bespoke creative training solutions in conjunction with the Future Creative team.

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A dedicated team will be available during the show, to provide tax help and advice to businesses, employers and the self employed. They will be able to help with your questions about Self Assessment, PAYE, Employers returns, National Insurance, and VAT.

Throughout the year, the team also run a regular series of FREE workshops, presentations, and business advice days. Come and find out more about what is being held in your local area.

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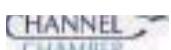
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your letters

YOUR LETTERS

Top-earners should take a cut in pay

Hearing nothing but cuts here and cut there, people making these cuts are not going to help by cutting their own waste, like leading by example and taking a pay cut, to a reasonable living level.

David Cameron has the chance to grow something all men have and some women borrow. Balls!

If one of his party members does something they should not do, they should be sacked there and then, no matter who they are.

These people are in a position of trust, on taxpayers' money.

If I was to even try to fiddle my expenses from work, that would be it – out of a job and the loss of everything. In this day and age any government rewards failure, (don't sack him – here's another couple of grand).

If any MP is questioned about anything, they should be suspended without pay because if they were honest they would not be questioned (besides, they earn enough from other incomes).

It is just greed – they don't care about me or you as long as their bank account is growing. This also goes for all the councillors from KCC right down to local town councillors.

Instead of cutting jobs, cut the pay.

Kevin Maynard

Dover

Fence article offered an unbalanced view

As a freelance journalist, I must protest in the strongest possible terms about your recent reportage concerning the Deal Maritime Museum fence.

It was completely biased and did not give a balanced view since it ignored the concerns of many members, residents and supporters of the besieged neighbour.

Deryck Murray, as chairman, has no authority to decide how much light Kathleen Thompson is entitled to, nor the width of the shared gate now allocated to her in the detested fence.

However, since the trustees have made some attempt at restoration of her kitchen lights by partially restoring them, they, inadvertently, have admitted liability and should therefore offer compensation for her respite over the distressing summer month.

Gregory Holyoake
Deal

Mothman and UFOs sparked my interest

I was interested to read the article on the Mothman sighting which took place near Saltwood, if you believe the tale.

It appears that just after that date there were a couple of other sightings of lights in the sky and it



LETTERS: Please send your letters to: The editor, Apple Barn, Smeeth, Ashford, Kent TN25 6SS



EMAIL: Email your letters to the editor, Dave Mairs: dave.mairs@kosmedia.co.uk

yourblogger

Ian MacMillan considers the role of religion in education and conflict across the world



THE rescue of the Chilean miners was a splendid story of a heroic will to survive on one hand and a brilliant use of knowledge and technology by the rescuers.

Chile is, however, a deeply religious country and various churches seem to be claiming credit for the rescue, and indeed the miners themselves are mistakenly giving thanks to God, rather than to those actually responsible for their survival.

By this logic, one must presume that all the innocents who died in the recent Chilean earthquake must have been atheists, or perhaps believers who forgot to pray enough.

There was a heart-rending programme on the television about Manila a few days ago, where destitute families lived on the streets in the utmost squalor, with parents at their wits' end as to how to look after 10 or more children.

The Philippines is a 'pious' Roman Catholic country and birth control is frowned upon.

Meanwhile, Shias and Sunnis continue to slaughter each other in the Middle East, the likes of Hezbollah and Hamas consider it their religious duty to wipe Israel off the face of the earth, and fundamentalist Jews illegally build settlements on Palestinian lands on the grounds that God gave them this territory.

I could go on to mention Catholics and Protestants in Northern Ireland, but enough is enough.

Religious belief a power for good, as the Pope insisted on his visit? Do me a favour.

I confess that I find religious belief incomprehensible and accept that many individuals, and indeed groups, are inspired by their faith to do good deeds, but very many more bad deeds are done as a result of faith – 9/11 and 7/7, to name just two.

After achieving my career objective of early retirement from banking, I worked in primary education at a Church of England school and one of my duties was to photocopy teachers' job applications. How amusing it was to read how they all went to church every Sunday.

As if. Children of atheists can attend primary schools without parents committing perjury (it's different at secondary level), but teachers do not enjoy similar latitude.

The stranglehold that the Church and – alas, increasingly – the Mosque, have on education is a scandal, as is the connection of religious belief with morality as asserted by the Pope. George Bush and Tony Blair, for instance, are notoriously religious.

Stranglehold is an apt word, as most C of E governing bodies have the local cleric as chair of governors.

I shudder to think how the governing body of a Madrassa or Islamic school is made up.

It's not all doom and gloom, however. Nick Clegg is an atheist, as is Ed Miliband, and I suspect that Prime Minister David Cameron is a nominal Christian only to get the votes of the pious.

Let's hope they do something. Education should be about reason, not superstition.a

If there is a story in your area you think we should be covering contact the editor, **Dave Mairs**, on 01303 817022 or email him on the details above. If you want to be the next blogger then all you have to do is submit an article to us (of around 550 words) and email it to the editor.

And don't forget, for all the latest news and video from your town log-on to www.kentnews.co.uk.



became a bit of a place for local UFO enthusiasts to gather.

It's a great Halloween story and I'd love to know if anyone who actually witnessed the 'beast' still lives locally.

There were also contemporary accounts and it would also be interesting to see them first-hand. It must have generated a fair bit of interest and controversy at the time.

Mike Rayner
Hythe

Where the Saltwood 'beast' tale falls over

Regarding the supposed Mothman which was meant to have wandered out of the woods near Hythe, no wonder it "fell over" as your headline says.

From the sketch of it the legs seem only half a foot high and so would have had real trouble supporting it.

Teresa James
Hythe

These heroes face death every day

What a disgraceful and disgusting blog last week by someone who clearly writes to throw up controversy.

There could have been any number of operational or personal reasons the emergency services didn't approach the scene straight away, not least, I'd imagine, that they have their own families to think of!

I'd love for this blogger to meet a member of the emergency services who faces death every day in one way or another, and see how they feel about this blog.

Richard Harrop
by email

I'm stunned if this really happened

I find it hard to believe that professional, trained emergency services would hang back from helping others because of fears for their own safety (last week's blog).

We depend on these undoubtedly brave people to help us in times like this and I am stunned at the thought that they would make people wait in pain, bewilderment and fear while they made certain that it was safe to go in.



Undoubtedly, senior officers need to protect their men, but that should involve a quick and professional assessment of the immediate circumstances, not the long-winded period of prevarication that seems to have been the case here.

Malcolm Triggs
by email

Government should veto 999 pay rises

If the Coalition Government is serious about fairness to taxpayers, it would veto any pay rise for fire-fighters, policemen and ambulance crews (last week's blog).

I listened carefully to news about how fire-fighters delayed entering the tube, saying they were afraid another bomb would go off. They are certainly not all angels.

Emergency services require courage, of course. I believe privileges have to be earned and

not be granted on demand. None are indispensable in the short or long term.

Among my friends and neighbours are firemen who all have lucrative second incomes from cash businesses.

Is it their second incomes they want to preserve while walking away with a £10,000 annual pay rise as well? Is that not as unfair as the inflated housing benefits of more than £21,000 per year that are being tackled?

A decline in standards of service owing to lack of commitment by the workers, as well as their bosses, is evident throughout state employees, who are accustomed to getting undeserved bonuses and rewards for failure and fixed targets.

It will get worse because among the self-employed and younger people an attitude of 'I would do exactly the same if I could get away it' exists.

Has tacit acceptance of corruption, sleaze and cover-ups become the norm?

Casualised staff are suffering increasing hardship from job and housing insecurity. My message to the state sector is 'Welcome to our world'.

Name and address supplied to the editor

Car discrimination is totally unacceptable

Discrimination laws: the title would make one think they are supposed to bring equality for all, in all walks of life, when it fact it so often means that discrimination is enshrined in law to work against certain classes of people.

Reading that the police admitted they usually send more 'flash motors' to gypsy sites when they have to make an arrest, as the gypsies do not like being taken away in normal patrol cars... is this not discriminating against the normal non-gypsy population?

I suppose the excuse will be that it is 'positive' discrimination, so that makes it acceptable. But it is not acceptable to those who are being discriminated against!

Terry Hudson
by email

Make Marsh huts a tourist attraction

Last week's story on the lookers' huts on Romney Marsh was one that caught my attention.

I understand that a replica is being built on the site of local tourist-board offices.

That's all very well and fine, but how about designating one a historic monument and make it part of the tourist attractions of the area?

Romney Marsh is rich in folklore and these buildings add so much to it.

I just hope this wonderful place will be spared the ravages of greedy, uncaring developers.

Jake Rogers
New Romney

Brian shows that 3D photography is a kind of magic

LEGENDARY Queen guitarist Brian May will share his lifelong passion with Kent's literary crowd by taking them on a visual journey into the past.

In what will be a far cry from his rock-star lifestyle, the world-renowned musician will present his book, *A Village Lost And Found*, at the Folkestone Book Festival on Wednesday, November 10.

Co-written by Elena Vidal, the publication is a collection of original 1850s stereoscopic photographs – 2D pictures brought together to create the illusion of depth.

May, regarded by some as one of the greatest guitarists of all time, told KOS Media how his fascination with stereoscopic pictures pushed him to create the book.

"I've been interested in stereoscope photography since I was about seven. This is a book I've always wanted to write," he said.

"There's a quiet, contemplative atmosphere that pervades the book. It gives people a window to look though to see tales from years ago. It shows a moment in time. The book is all about people of that time and their lives."

■ BY MARIKE COX

The 63-year-old based his book on images of a forgotten Oxfordshire village, taken in the 1850s by photographer TR Williams.

May, who wrote such Queen hits as *We Will Rock You* and *I Want It All*, is now bringing what he describes as his "show" to Folkestone, to share the Victorian dreams seen in the pictures in his book.

"What makes it different is the magic of 3D," he said. "Everyone knows what 3D is and this is doing it the Victorian way."

"It lets people step into Victorian dreams and actually feel something. There was no TV or cars – there was a different way of looking at life. It was a bit more contemplative."

"I've done a lot of these events and this is a show, a production in 3D – we're duplicating the book in the room."

"It's a very nice experience. You get a lot of wows with this book."

May said he expects stereoscope fans to come to his presentation but admitted he would get some people turning up expecting him to bring out his guitar.

"You obviously get people coming because of

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Picture: RICHARD GRAY

Give your views on community centre

A NEW and improved programme of activities is being drawn up for Elvington Community Centre.

As part of the process, Dover District Council and NHS Eastern and Coastal Kent want feedback from residents about the services on offer and what they would like to see in the future.

This development follows the success of the Elvington Extravaganza held at the community centre.

DDC community development officer Carol Reeves said: "As an ongoing community project, we welcome any comments from people in the area on the kinds of services and activities that they want."

To have your say, phone 01304 832179.

Shop gives charity a £300 cash boost

A HIGH-STREET shop in Deal has handed a charity a cash boost as part of its fund-raising campaign.

The Original Factory Shop has donated more than £300 to St Margaret's FC All Stars.

The money has been raised as part of the Make A Difference In Your Community campaign, which was launched in January.

Staff at the store have been supporting the organisation through a range of activities including fancy-dress, raffles and sponsored events.

Store manager Keith Sellen said: "We are so pleased with our total this year – it's testament to the hard work and dedication of all the staff at the shop."

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Share your opinion on our pharmacies

NHS patients are being asked to help reform the service by giving feedback on how they access their prescriptions.

The appeal by NHS Eastern and Coastal Kent is for residents to take part in its consultation as part of the Pharmaceutical Needs Assessment.

The PNA will ask how people obtain their medicine and request ideas for improvements. A range of questions will be asked at the review, focusing for example on the efficacy of opening hours and whether people are aware of all the NHS services on offer such as help with stopping smoking.

The review is the result of months of work which has used feedback from telephone surveys and focus groups.

Andrew Scott Clark, NHS Eastern and Coastal Kent deputy director of public health, said: "When producing our draft pharmaceutical-needs assessment, we knew it was important that we understand how people used pharmacies."

All feedback must be submitted by tomorrow (Thursday, November 4). You can give it at www.easternandcoastalkent.nhs.uk/PNA or phone 01227 282967.

Homes will be built

THE former sorting office in Maison Dieu Road, Dover, is to be refurbished and turned into homes.

Developers at the ex-Royal Mail site have been granted planning permission for 36 flats and four houses to be built, along with associated landscaping and car-parking.

Before building work can begin, the bus stop in Maison Dieu Road will be moved to prevent disruption to the service.

Tickets price-hike could hit MPs at next election

A PASSENGER group has warned MPs they could lose their seats at the next general election after the Government introduced a rise in the cap on rail-pricing.

The Campaign For Better Transport commissioned a national poll which revealed 74 per cent of commuters were likely to switch their support away from parties that agreed to an increase within the current pricing formula.

But despite the findings, Chancellor George Osborne announced in the spending review that the current cap of 1 per cent plus the Retail Price Increase (RPI) was increasing to 3 per cent plus inflation.

It means that most fares could be 37 per cent higher by the time of the next general election.

In Kent, pricing regulations are different to the rest of the UK, as rail operator Southeastern already has the flexibility to increase fares by inflation plus 3 per cent. This is due to a four-year franchise agreement between the company and the Government.

But with the Coalition choosing to change the national formula, the county's passengers will now miss out on the long-awaited break from high increases that were due to come in once the agreement expired in 2012.

By 2015, a season ticket from Gillingham to London, for example, could cost £5,236 – £1,428 more than at present.

■ BY MARIJKE COX



Alexandra Woodsworth, public-transport protector for the Campaign For Better Transport, said the poll showed commuters were not going to just accept excessive fare hikes.

"Passengers have been promised 'fair fares' by the Government, and now many could be paying hundreds if not thousands of pounds more for their season tickets in just a few years' time," she said. "We need to encourage more people to take the train, not price those who already do back into their cars."

Tory MPs in marginal seats – those who would be affected should the poll findings prove accurate – have been pushing for fair pricing.

Rehman Chishti, Tory MP for Gillingham and Rainham, had a meeting with transport minis-

ter Theresa Villiers to discuss his concerns about the RPI plus 3 per cent formula in the South East.

He said: "I commute from Gillingham every day and know how strongly people feel about this issue. I have been actively campaigning to make sure passengers get a fair deal."

"The managing director of Southeastern visited Gillingham and Rainham railway stations with me to listen to passengers' concerns, and I tabled a Parliamentary question asking the Government to consider average earnings growth when setting rail fares."

Two of Mr Chishti's Tory colleagues, Rochester and Strood MP Mark Reckless and Chatham and Aylesford's Tracey Crouch, have also been campaigning against the fare formula.

Mr Reckless, who met Southeastern managing director Charles Horton to discuss the situation, said the travelling public had suffered far too long with the "unfair" franchise agreement negotiated by the previous Labour government and Southeastern.

He said: "I want Theresa Villiers to understand how unhappy many of my constituents are with Southeastern and the last government singling us out for bigger increases than anywhere else in the country."

He vowed to make sure his constituents' concerns were raised at the highest level and asked commuters to send comments to him at mark.reckless@yahoo.co.uk or through his website at www.markreckless.com.



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Saturday 6th November
Radio Riot

Bradstow Mill, 125 High Street,
Broadstairs 01843 861108

Saturday 6th November
Hard Rose Blues Band

The Red Lion, 1 King Street,
Ramsgate 01843 586713

Thursday 11th November
Sarah Banks in Cabaret

The New Inn, 2 Delf Street,
Sandwich 01304 612335

Friday 12th November
Cold Shots

The Red Lion, 1 King Street,
Ramsgate 01843 586713

Saturday 13th November
Damage Case

The Red Lion, 1 King Street,
Ramsgate 01843 586713

Saturday 13th November
Jed

Bradstow Mill, 125 High Street,
Broadstairs 01843 861108

Tuesday 16th November
Dave Paisley

The New Inn, 2 Delf Street,
Sandwich 01304 612335

Thursday 18th November
Laurie & Bill

The New Inn, 2 Delf Street,
Sandwich 01304 612335

Friday 19th November
Jeepster

The Red Lion, 1 King Street,
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Saturday 20th November
Left of the dial

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Warner Bembridge Coast, Isle of Wight - over 50s only

November 12 to 15, 2010

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- Entertainment featuring a Mamma Mia movie screening, Abba tribute band in concert & more
- 3 nights en-suite Ambassador Room
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- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
- FREE DRINKS from 6pm to 11pm every evening. Drinks include house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee

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Mamma Mia Party

Warner Bembridge Coast, Isle of Wight - over 50s only

February 25 to 28, 2011

PRICE INCLUDES:

- Entertainment featuring a Mamma Mia movie screening, Abba tribute band in concert & more
- 3 nights en-suite Ambassador Room
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Mamma Mia Spring Party

Warner Bodelwyddan Castle, North Wales - over 50s only

March 25 to 28, 2011

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- 3 nights en-suite Ambassador Room
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**DAY & NIGHT****Play will bewitch you**

THE Canterbury Players bring Dark of the Moon to the Gulbenkian Theatre on November 4, 5 and 6.

The powerful fantasy play tells the story of a witch boy who falls in love with a human girl. Their desire to be together is hampered by supernatural events.

Tickets are £10. Call 01227 769075.

Family ties explored

A FAMILY tale of the bonds linking grandfather to grandson has been brought to life by critically-acclaimed New Perspectives Theatre Company.

Farm Boy will be at the Theatre Royal, Margate, on Tuesday, November 9.

Shows are at 10.30am and 1pm. Tickets are £12 adults and £8 for children. Call 0845 1301786 to book.

Chart-toppers in town

DANCE act Dreadzone play bring their Eye on the Horizon tour to the Quarterhouse, Folkestone, on Friday, November 12.

The band tasted chart success in the 90s with songs such as Little Britain and Zion Youth. Book on 01303 858500.

Take trip to West End

SWEET Scene Theatre Trips of Faversham will be taking coach trips to London for a new season of outings.

The first trip is to see Willy Russell's award-winning musical Blood Brothers on Friday, November 12. There will also be a chance to see Dirty Dancing, on Wednesday, December 8 and the English National Ballet's version of The Nutcracker on December 22.

To book pop into Sweet Scene in Preston Street, Faversham or call 01795 523217.

Singer does it Otway

JOHN Otway comes to the Horsebridge Centre in Whitstable.

The singer/songwriter, who is on the road promoting his new book, I Did it Otway, will be in town on November 12.

Tickets are £12 or £10 and are available from the box office 01227 281174.

Visit www.horsebridge-centre.org.uk for more information.

Christmas croon-along

A CHRISTMAS Crooners show comes to the Granville Theatre in Ramsgate on Saturday, November 20.

The show features Christmas favourites of Bing Crosby, Nat King Cole and Frank Sinatra, all guaranteed to get you in the festive mood.

Call the box office on 01843 591750 to book. Tickets are £15, or £14.50 for Friends of the Granville members.

Festive fair and carols

THIS year's Aylesham Christmas fair takes place on Saturday, November 27.

From noon to 5pm, there will be gift stalls, as well as roasted chestnuts, a candle-lit carol concert, a barbecue, a grand draw and a visit from Father Christmas.

For details call 01304 840482 or visit www.ayleshamcarnival.co.uk.

It's more than just a good read

FOLKESTONE BOOK FESTIVAL

Various venues

Friday, November 5, to Saturday, November 13

BOOK worms will be in their element when the Folkestone Book Festival starts this week.

A host of big name authors will be coming to the coast for the annual event, which has earned a reputation for attracting famous faces over the course of its nine-year history.

This year's line-up is a varied bunch, from best-seller Martina Cole to rock legend Brian May with Elena Vidal.

May's new book, co-authored with Vidal, showcases his 3D photographs and fits in well with this year's theme, history and science.

However, it is not just matters of literature that will be on the agenda during the nine days.

Live music, film screenings and speakers will also form part of the event, but you can get involved in the action too.

Arranged in conjunction with the Friends of the Book Festival, things for people to take part in include the Short Story Competition, the Festival Quiz and the launch of the Folkestone Anthology.

The Festival Read this year comprises two works: the Selected Short Works of Leo Tolstoy and Jay Parini's The Last Station.

Other names who will appear include Alexei Sayle, Germaine Greer, Ron Moody, Peter Snow, Roy Hattersley, Dan Cruickshank, Richard Holmes and Arthur Smith.

The festival starts at the Quarterhouse on Friday, November 5, and there should be something for everyone to enjoy.

Roberta Spicer, the Creative Foundation's Festival manager said: "It's another busy year for the festival. I'm particularly looking forward to Scientriffic!, our free event for families with live experiments, courtesy of Pfizer and acclaimed children's authors, such as Nick Arnold of the Horrible Science series."

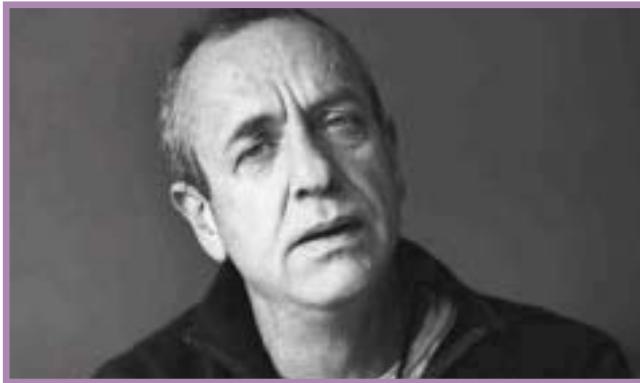
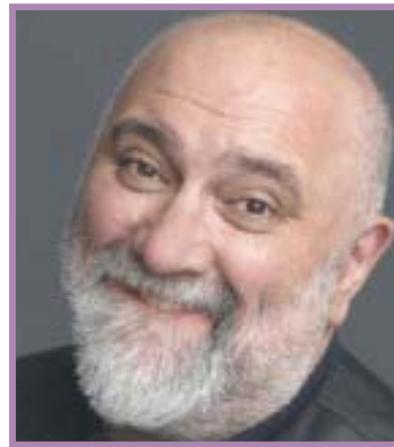
Further highlights include John Julius Norwich talking about The Great Cities in History; actor, director and playwright Steven Berkoff discussing his memories of a misspent youth; whisky expert Ian Buxton talking about 101 Whiskies To Try Before You Die (ticket price includes samples!); and the longest-serving cast member of BBC Radio 4's The Archers, June Spencer, speaking about her life on the show.

There will also be live performances from theatre group The Fitzrovia Radio Hour, with their spoofs of 1940s radio plays, a night of fantastic folk music and a stand-up comedy evening with Jeremy Hardy, stalwart of BBC Radio 4's News Quiz.

For more information and to book call the box office at Quarterhouse on 01303 858500. Alternatively call into Quarterhouse at 45 Tontine Street, Folkestone CT20 1JT or visit www.folkestonebookfest.com.

**FESTIVAL LINE-UP:**

Brian May, formerly of Queen, will be at the Folkestone Book Festival with Elena Vidal to discuss their new book. Other celebrities who will be appearing include Arthur Miller, Germaine Greer, and Alexei Sayle



TO FIND MORE THEATRE AND ENTERTAINMENT NEWS LOG ON AT yourkenttv.co.uk

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DAVE SWARBRICK

Wednesday, November 17, The Chimney Boy, Faversham



THE legendary Dave Swarbrick will be returning to Faversham Folk Club at The Chimney Boy.

The life and times of the former Fairport Convention man are a true folk story.

Born in London, Dave moved to Yorkshire when three months old and at the age of six he learned the rudiments of the fiddle from the local fiddler, Mr Bootham.

He travelled around the country and ended up performing extensively.

Amongst the huge back catalogue from that time are three Radio Ballads with Ewan MacColl, Peggy Seeger and Charles Parker.

Dave joined the Ian Campbell Folk Group in the early 60s and in 1966 he teamed up with Martin Carthy. This remarkable pairing played an important part in the tremendous shake-up of British folk music in the middle to late 60s.

He joined Fairport Convention in 1969 and his contribution to folk and folk-rock music is legendary and well documented.

He formed Whippersnapper in 1984, a group renowned for its drive and acoustic prowess but went solo in 1989, before ending up in supergroup Band of Hope.

Entry to the 8pm show is £8 for members, £9 for non members. Call 01795 536857 for details.



SLEEPING BEAUTY

Thursday, November 11, Leas Cliff Hall, Folkestone



VIENNA Festival Ballet returns to Folkestone with a traditional production of Sleeping Beauty for all the family to enjoy.

The classic fairy tale is set to Tchaikovsky's magnificent score and features stunning choreography, and beautiful costumes which combine to portray the struggle between good and evil.

Incensed at being snubbed at the christening of Princess Aurora, the wicked fairy Carabosse lays a curse on the child, proclaiming that she will one day prick her finger and die.

But the Lilac Fairy intervenes, and when the fateful day arrives, the princess and the

entire palace instead fall into a deep sleep.

A century later, Prince Florimund is guided to the castle by the Lilac Fairy, overcoming the obstacles created by Carabosse, and awakening the sleeping princess with a kiss.

It is love at first sight, the palace awakes and a parade of fairytale characters attends the royal wedding.

Curtain up is at 8pm.

Tickets cost £22.50, £17.50 or £12.50. Concessions and group discounts are also available. Call the box office on 0844 847 1776 or go to the website at www.leascliffhall.org.uk.

LETZ ZEP

Friday, November 5,
The East Quay, The Harbour, Whitstable



GET ready to enjoy an evening in the company of one of the best rock tribute bands in the country.

Letz Zep, the only tribute act to have gained the official seal of approval from Led Zeppelin, will be rocking out in Whitstable.

There's bound to be a whole lotta love for the band, who were invited to play at the official launch party for Led Zeppelin's Mothership album, at the behest of Robert Plant and Jimmy Page.

Plant walked in to see the band while they performed a set in London and was amazed at the similarity.

He even told Q Magazine: "I walked in, I saw me."

Letz Zep have been featured on BBC1, BBC2, ITV, in Classic Rock and Kerrang, Q and Mojo.

Demand for the band is such that they regularly tour in Spain, Greece, Holland, Belgium, Italy and France and have also played in Venezuela, Australia and New Zealand.

Tickets are £10 in advance and available from: www.wegottickets.com or Gatefield Sounds or the Hotel Continental, Whitstable.



DEFYING HITLER

Monday, November 15, Gulbenkian Theatre, Canterbury



A MOVING tale of objection in the face of overwhelming consensus, Defying Hitler tells the story of Sebastian Haffner, a young man who makes a decision to stray from the pack.

Aged 26 when Hitler came to power, he wasn't Jewish, though many of his closest friends were and he wasn't a Nazi, though he had recognised many of those who were later to become Nazis from an early age at school.

Haffner was just an ordinary well-educated middle-class young man, trying to make his way in the world, but 1930s Berlin was not the sort of world in which an ordinary well-educated middle-class young man could easily make his way.

Documented are the trials and tribulations of his life, leading up to his eventual emigration to England in 1939, and of his development from wide-eyed schoolboy to slightly gauche, naive young law student, to razor-sharp, witty, erudite political journalist.

The rise of the Nazis is explored through the eyes of the child who experienced it and of the 32-year-old man looking back over his early life.

Tickets are £10 from the box office on 01227 769075.



AUTUMNAL SONGS: SARAH HALE

Saturday, November 6,
Sarah Thorne Theatre Club,
Memorial Theatre, Broadstairs



BROADSTAIRS singer Sarah Hale will be "going cabaret" in her concert in her home town.

She will be joined by pianist Rupert Jones for a concert of seasonal songs.

As well as her established repertoire of classical songs and traditional British melodies, Sarah will be performing a variety of sensational numbers including show-stoppers from the musical Cabaret and other hit songs.

The new flavour to her performance will mark an important departure for Sarah, who usually performs more classical pieces.

She said: "People who've seen me perform before are in for some real surprises."

"Switching between different styles of singing is one of the hardest challenges you can undertake."

"I think I've made some real discoveries in this area and this concert will be a chance for me to put some of these ideas into practice."

All seats are £8. Tickets are bookable in advance on 0845 2626263. Non-members must book 24 hours in advance, by telephone or by emailing info@sarahthorne-theatreclub.co.uk.



FIREWORKS

Whitstable Town Football Club Belmont Road

FRIDAY 5TH NOVEMBER

Gates open 5.00pm

Penalty Shoot out - 6.30pm
for kids

Firework Display - 7.00pm

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Business Week Live

BUSINESS WEEK LIVE 2010 is the county's essential B2B exhibition and conference next Wednesday, November 10, at the Kent Showground, Detling.

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You can be there with FREE tickets available when you register online at www.businessweeklive.co.uk

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Thanks - but we do need those growth plans now

■ BY STEVE LOADER

POSITIVE economic statistics on the back of the austere yet palatable agenda set by the Government's Comprehensive Spending Review (CSR) have given confidence to Kent business leaders.

Figures up to the end of September show two consecutive quarters of UK growth above what had been forecast, meaning that even if the UK economy now marks time to the end of 2010, it will still outpace forecasts.

And High Street sales – a barometer of consumer confidence – have been higher for October than a year ago. But while this draws some of the sting of the CSR cuts, county businesses now want to hear how the Government will stimulate further growth.

Regional Institute of Directors' (IoD) chairman Chris Dodson said "clear and concise practical proposals" were needed "to make it easier for firms to employ people, not make it harder".

The IoD's regional director Rodger Broad also called on the Government to recognise the economic power and influence of the South East including Kent.

He said: "It is imperative the country plays to



ON THE UP: Shoppers' confidence and two consecutive quarters of growth have boosted hopes of business leaders

its strengths and, economically, that is the South East. While we are not calling on the Government to stop supporting businesses in the other regions, the South East is better placed to benefit quicker from the upturn. Positive discrimination in favour of other regions will hold back recovery."

Highlighting that only London and the South East are net contributors to the Government's tax coffers, Mr Broad added: "Government

spending cuts are only half of the solution, the other half is how to help businesses grow and create jobs which in turn will increase the tax take and reduce welfare expenditure."

And growth also headed Thames Gateway Chamber of Commerce's post-CSR agenda; director Paul Price said the review had underlined the UK was a safe investment, but "we now wait to see a strategy for growth". However, he was disappointed to see cuts in training.

"If the private sector is to create the jobs to drive this recovery it is essential that government can deliver the basic skills employers need."

"We are also disappointed the budget for export promotion has taken such a substantial hit when politicians say they want a rebalanced UK economy. British companies will be left in a weaker position compared to competitors from other trading nations," he added.

On the other hand, the IoD remains unconcerned by fears in some quarters that making deep cuts to bring down the debt faster risked pitching the country into a double-dip recession as confidence ebbed away.

Its own number-crunching turned up evidence from the 90s downturn that a tighter fiscal policy could go hand in hand with economic recovery.

Meanwhile, Peter Skinner – Labour's MEP for the South East – said he recognised the need for cuts, but called the CSR "a huge gamble with growth and jobs in Kent".

Answer to pantomime star's dilemma waited in the wings



PATRICK JEFFREY

PANTO star John Thomson's commute from Manchester to Kent was looking like a torture devised by the dastardly Sheriff of Nottingham, the character he plays in Robin Hood at Canterbury's Marlowe Theatre from December 4.

John – famous for appearances in Cold Feet and Coronation Street – was facing a long train journey from his Manchester home or flying into London Stansted and flogging around the M25.

Either way, it was a five-hour trip each way to his accommoda-

tion near Canterbury during the panto run and far too much extra time away from his wife and two young daughters – until he investigated Flybe's new 50-minute daily service between Manchester and Manston Airport in Thanet.

"It's an absolute godsend," he said after stepping off his plane en route to panto rehearsals.

"It makes perfect sense."

- For more on John and his travels, see Julie Maddocks' exclusive TV interview on www.businessforkent.co.uk.

Airport's upgrading in operating status opens up 'new opportunities'

LYDD Airport development plans are closer to take-off after an upgrade to the site's operating status, writes Steve Loader.

The airport is currently awaiting news of a public inquiry into a runway extension and new passenger facilities, but the new Category Six rating is expected to boost its case – airports are rated globally on a scale of 1-10, with 17 of the world's biggest being rated 10.

The enhanced level of the Romney Marsh facility allows it to handle a larger class of commercial aircraft, such as the Bombardier Dash 8 Q400 and other regional airliners carrying up to 100 passengers.

It can also accommodate larger and faster transatlantic-capable corporate jets such as the Gulfstream G550.

Lydd Airport spokesman Jo Oliver said: "Having met strict criteria set down by the Civil Aviation Authority (CAA), we now have the capability to deal with a

much wider range and size of aircraft. This is fantastic news and will enable us to attract more business.

"In fact, it's already opening up new opportunities for the airport."

The airport satisfied rigorous CAA requirements to achieve its new category, culminating in its annual emergency exercise and including 'Exercise Dash' to test airport operations units' ability to work alongside external emergency services during a major incident.

Lydd's senior airport fire officer, Paul Fisher, said: "The 'emergency' scenario involved a Bombardier DHC-8-400 aircraft carrying 74 passengers and four crew, which suffered a catastrophic engine failure just before take-off."

Airport staff, members of Friends of Lydd Airport Group and local lifeguards played the role of the passengers who were evacuated to a special 'survivor reception' area."



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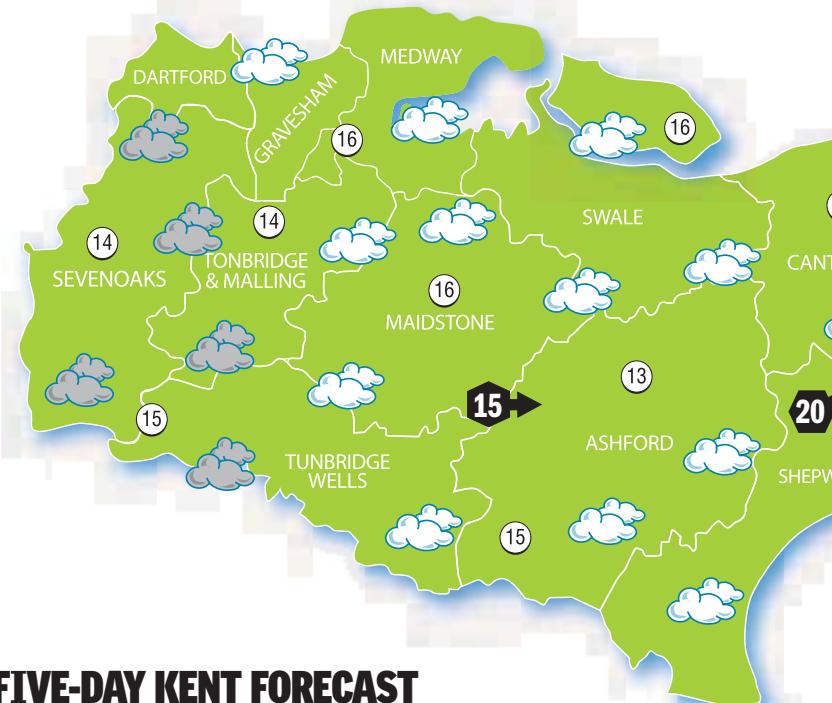
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AROUND THE WORLD YESTERDAY

Amsterdam	9°C	Madrid	16°C
Athens	17°C	New York	14°C
Barcelona	15°C	Paris	14°C
Beijing	14°C	Rome	18°C
Bombay	33°C	Sydney	18°C
Cape Town	26°C	Tenerife	24°C
Cardiff	12°C	Tokyo	15°C
Gibraltar	18°C	Vancouver	12°C
Hong Kong	25°C	Warsaw	15°C
Las Palmas	24°C	Wellington	14°C

KENT'S WEEKEND HIGH TIDES

Chatham	Saturday	12:13pm	6.3m	Sunday	12:58pm	6.4m
Dover	Saturday	10:30am	6.9m	Sunday	11:13am	6.9m
Dungeness	Saturday	10:35am	8.1m	Sunday	11:18am	8.1m
Ramsgate	Saturday	11:00am	5.3m	Sunday	11:43am	5.3m
Sheerness	Saturday	12:03pm	6.0m	Sunday	12:48pm	6.0m
Whitstable	Saturday	12:07pm	5.5m	Sunday	12:53pm	5.6m



SUNRISE 6.53am

SUNSET 4.24pm



MOONRISE 3.15am

MOONSET 2.40pm

FIVE-DAY KENT FORECAST

	Thur	Fri	Sat	Sun	Mon												
Ashford	15°C	16°C	16°C	16°C	13°C	Dover	14°C	14°C	14°C	14°C	12°C	Gravesend	15°C	16°C	18°C	16°C	13°C
Canterbury	15°C	16°C	16°C	15°C	12°C	Faversham	15°C	16°C	17°C	16°C	13°C	Maidstone	15°C	16°C	17°C	16°C	13°C
Chatham	15°C	16°C	17°C	16°C	13°C	Folkestone	14°C	14°C	14°C	12°C		Ramsgate	15°C	16°C	16°C	15°C	12°C
Dartford	15°C	16°C	18°C	16°C	13°C	Gillingham	15°C	16°C	17°C	16°C	13°C	Rochester	15°C	16°C	17°C	16°C	13°C



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yourmusic

Unplugged Rifle men take a shot



HOT SHOTS: The Rifles headline the Suburban Kings night at the Royal Function Rooms

■ BY SIMON ROBINSON

FOPPISSH flower-waving singer Morrissey once had a skewed opinion on unplugged artistes.

The legendary Smiths frontman sang in hit 1985 single Shakespeare's Sister 'I thought that if you had an acoustic guitar then it meant that you were a protest singer'.

Oh, Morrissey.

Luckily for him, he was later able to see the error of his ways and he has reached the stage where he looks back at his childhood naivety with fondness.

As we all – including Morrissey – know, acoustic guitars are not the exclusive weapon of choice of the protest singer.

The late Kurt Cobain and his Nirvana chums used the electric-free instruments for the memorable MTV Unplugged performance in 1993, for example.

Many other guitar acts have taken similar measures for one-off performances.

The latest band to do so are indie rock upstarts The Rifles, who will play a special acoustic gig in Kent next month.

The London-based outfit will perform unplugged at the Royal Function Rooms, Rochester, on Wednesday, November 24.

The new-look Rifles, whose numbers were reduced by half after bassist Rob Pyne and drummer Grant Marsh quit last month, will headline the monthly Suburban Kings night.

The support acts are due to be announced in the coming days.

Promoter Matt Harvey said: "Suburban Kings is bringing back real music to real music venues in Medway."

"We're over the moon to announce that The Rifles will be playing a special acoustic set at the Royal Function Rooms, the UK's 2nd oldest stage."

"This will be a great, great gig." Co-promoter Chris Pritchard

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BEING POLITE: Singer Kayleigh Phillips performs her new song The Polite Way



BAND PRACTICE: Zinta Egle and her band play Love With No Love



TOP FIVE KENT GIGS

- 1 The Suspects - 12/11 The Rose, Broadstairs
- 2 Vivid Nation - 13/11 The Park Inn, Dover
- 3 Third Place Victory - 15/11 Quarterhouse, Folkestone
- 4 Save Target As - 18/11 Beercart Arms, Canterbury
- 5 Happy Daze - 19/11 The Catholic Club, Herne Bay

added: "We're really pleased to have this gig on. It feels like a new beginning for us and must be one of the highest-profile bands to have played Medway for well over a year now."

Tickets are £10 and are on sale from www.seetickets.com, 0870 264 3333, or in person at Sound & Image in Chatham.



BIRDWATCHING: Pink flamingos feed on tiny shrimp at the Salar de Atacama; and hiking in the Moon Valley, in the Atacama Desert, Chile

yourgetaways

The Chilean landscape leaves you feeling on top of the world

■ BY ALISTAIR KEELY

WHILE images of Chilean miners returning from deep in the earth have been beamed around the world, today I'm as far from those pictures as it's possible to get.

Standing at the summit of Toco volcano, 5,625 metres above sea level, I feel as if I've just climbed the highest mountain in the world.

Despite the elation, my head is pounding and my lungs scream for oxygen.

On high-altitude-hiking in Chile, the oxygen-depleted atmosphere makes you feel you have the worst hangover ever, combined with a touch of flu.

So why go through such an ordeal? All around me is the answer: breathtaking views of the Bolivian Altiplano, Argentina and the Atacama saltflats.

Toco, one of the highest peaks of northern Chile, is also one of the most accessible. You don't need to be related to Sir Edmund Hillary to conquer it, just reasonably fit and prepared for a bit of discomfort.

However, I have a confession to make. The hike up Toco was eased by the fact we were driven to 5,000 metres before we began hiking.

After a slow descent, and celebratory beer and sandwiches in the van, we returned to base camp – the sumptuous Tierra Atacama hotel.

On the edge of San Pedro de Atacama, a picturesque village in the high plains of northern Chile, the hotel calls itself "an adventure spa".

Here guests can combine the active enjoyment of the desert – without sacrificing pampering time.

Built to blend with its surroundings, the hotel is made of local mate-

FACT FILE: CHILE

Time difference	-Four hours (GMT)
Capital	Santiago
Language	Spanish
Population	17,063,000
Currency	Chilean peso
Religion	Roman Catholic

Alistair Keely stayed at Tierra Atacama, where seven nights' full board in a double room costs from £1,807 including transfers, breakfast, lunch and dinner, open bar, daily excursions, use of pools and sauna. Details from reservas@tierraatacama.com. Alistair flew Heathrow-Madrid with Iberia, and Madrid-Santiago with LAN. Visit www.LAN.com and www.Iberia.com.



rials and each room has stunning views. Every morning I opened my curtains to see two volcanoes.

Every room is en suite and comes with a luxurious four-poster bed, sunbathing terrace and even an outdoor shower.

After you've chilled out, it's time to sit and enjoy Chile's national drink, a pisco sour, beside an open fire and plan the next day's activities, or indulge yourself in a spa treatment.

The hike up the volcano is one of many options from the hotel. Other adventures include biking through Devil's Canyon, visiting dramatic geysers and 900-year-old cacti, horse-riding, hiking through Death Valley and birdwatching.

After my Toco adventure I opted for a hike through Death Valley to see flamingos feeding at sunset.

Death Valley was named by a Belgian explorer after the planet Mars. But instead of calling it Valle de Martes, he incorrectly pronounced

it Valle de la Muerte – meaning death – and the name stuck.

The name is fairly appropriate, however. Little life is visible as you walk through a moon-like valley with spectacular twisted rock formations and sand dunes.

The flamingo trip to the Salar de Atacama was also memorable.

Leaving the hotel by van at 3.30pm, we went south, via the village of Toconao, famous for its fruit trees and historic bell tower, before heading to the saltflats.

Here flamingos feed on the tiny pink shrimps that give them their colour. As the sun sets, the region is bathed in a fantastic purple light as birds gather in large numbers.

The soft gurgle of running water intermingles with bird cries.

Every so often a group of flamingos rises into the air to seek another place in which to feed, against the dramatic backdrop of surrounding volcanoes and the setting sun.



yourlocal

Issue No 3



**your midweek guide
to independent business**

yourlocal Issue No 3

your midweek guide to independent business

Offering an independent choice

IN our third Your local supplement we once again take a look at some of our most successful businesses and discover their secrets.

Independents really do offer an alternative to the multi-nationals and the chains as well as bringing choice to the consumer.

For business owners we hope the stories will inspire you to try something new or maybe even inspire some of you to take a step toward starting your own company.

For customers we hope you will see some alternatives in a wide range of purchases, from furnishing your home to servicing your car... or even fitting a new kitchen.

And for some, as we have already found with previous supplements, the stories may

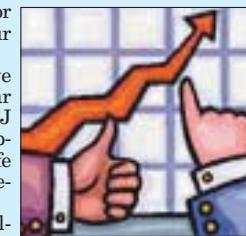
be a catalyst for starting your own business.

In addition we have regular columnist QJ who looks at coping with the life as a lone entrepreneur.

And we welcome back Nock Rowell, director of policy at Kent Invicta Chamber, who writes an open letter to the Prime Minister following last week's Spending Review.

We hope you enjoy the supplement, and do let us know your stories.

Email editorial@kosmedia.co.uk.



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How success followed an simple newspaper ad

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An open letter to the Prime Minister about banks

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Reward for pride in customer service

Page 6

How a new business has snagged top clients

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Top staff has given salon and spa success makeover

Page 7

Business builds ties with agricultural industry

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Accountants invest for success

Page 8-9

How villagers took control of their pub

Page 10

Car business that repeats its winning formula

Page 11

Why customer satisfaction means garage thrives

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■ BY THE EXTREME
INSPIRATIONIST

AS the song Killer by Seal says, 'It's loneliness that's the killer'.

If I were to know what one single reason is responsible for very small businesses giving up, I'd guess it was being on your own! It can be really demotivating, demoralising, and ultimately, the death of your business.

'A problem shared is a problem halved', is what my dad used to say. And there is a psychological and scientific basis for this belief.

Human beings are herding animals. We like and need to be in families, groups, teams and communities.

Launching and running your own small business is often so far away from this natural, desired state that it causes major problems around things like self-esteem, confidence and the ability to keep-on, keeping-on.

Never having worked for another living soul, I have frequently been in the undesirable place that is: 'on your own, mate!' So how do we deal with this? What can you do that will ensure your survival – emotionally that is?

In the early days of any new business, it's extremely unlikely that you will afford 'other people', and this will mean that going to work is a solitary experience: one that for many is a new feeling, and a new way of operating.

Eventually, if one is successful and can afford to start employing other people, the loneliness can disappear, but is often replaced by that other OMG of business, 'I'm not just responsible for managing myself, but now I have to manage someone else as well!' Paradoxically though, this can also lead to an even greater feeling of loneliness.

Recently, a client of mine wanted help because although he has a team of staff that

Beat the self-employed blues

carry out the practical work his business provides, he is often overwhelmed with a feeling of 'them' and 'me'. Merely the responsibility can make him feel he's on his own. His staff is depending on him for everything. So what's the solution?

Well, I thought I'd give you a couple of ideas, but first, let's look at the reason we don't like to be on our own – at least not all the time. One of our fundamental needs is connection with other people.

We're not talking about deep relationships, just those that make us feel better about ourselves. In business, we don't need to be everyone's best friend but we do need to have colleagues with whom we can share and discuss ideas and experiences or just people we can learn from or look up to.

The important thing in all of this is 'conversation'. I use the word conversation because it has to be two-way.

So, as a caveat to this approach, decide that in seeking out any new relationship, your intention will be to give and share your ideas, your time and yourself. If you look selfishly, then chances are you'll lose more than you gain.

Vital Friends

In Tom Rath's book, *Vital Friends*, he reminds us that in business historically 'people development' has been in two areas: personal, or developing the individual; and developing the team or group or department. *Vital Friends* gives clear evidence of why developing one-to-one relationships – and viewing them as such – is so valuable, not just in terms of the 'feel-good' and job satisfaction factor, but in terms of bottom line profitability and low staff turnover. So, here are three of twelve types of people that you could benefit from a relationship with if you suffer from The Loneliness of the Entrepreneur.

1. People who are already successful in your sector. Yes, this can mean competitors. Seek

out a relationship with someone you admire who is already successful. This can seem scary at first, but what I've found over the years is that people love to be asked for advice. It's flattering and if you can find a mentor who will share their 'time' with you, either on the phone or face to face, then you will never be lost for ideas or motivation. I have two mentors at the moment, both of whom I can freely email or phone whenever I want – fantastic!

2. Connectors. If you go networking, you'll know that there are those people who know everyone. Those are the people who we call connectors and you know what? They'll connect you with other people if you ask and so build your anti-loneliness network. If you don't currently go networking, then START TODAY. There is no other more profitable way of building the relationships that can and will (if done professionally) transform your fortunes.

3. People who sing your praises. These may be clients who love what you do – or your mum! They'll shout your name from the rooftops and talk about how brilliant it is to do business with you. I know that I have often ignored these 'fans' as a great source of connection. Now that I regularly phone them and ask how they're doing and what do they think I could do next with my business idea, I get so many 'problems' sorted for me. I no longer have to do all the work myself.

This is just three of a list of twelve types of people to connect with. And if confidence is your issue because you don't feel comfortable about making these kinds of friendships, then give me a call.

In our work, we deliver learning through seminars known as *Inspirationist® Insights*. If this article has made you think and given you ideas, then attend one of our seminars in the future.

We cover a wide range of topics, all of which we guarantee will help your personal as well as your business relationships, and focus on developing profitable relationships, the kind that endure, giv-

ing your business solidity and longevity. Some of our seminars are free! Be one of the first ten people to call, and claim your FREE copy of my latest book *Psychologise Your Business – 101 sure-fire ways to get your business thinking straight*, call 0800 840 6093, and quote 'KOS November'.

• Written by QJ The Inspirationist®. Read other articles at www.theinspirationist.wordpress.com, see more at www.theinspirationist.com, email gj@theinspirationist.com, or call 0800 840 6093.

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See more from QJ in some of his inspirational videos on YouTube

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Kitchen door company grew from a simple newspaper advert

TRANSFORMING an existing kitchen with made-to-measure kitchen doors and accessories and getting the personal attention to detail offered by the Kitchen Door Company, means your food preparation can be conducted amidst great style.

It is a business which has shown itself to be increasingly popular as more and more people take advantage of friendly service, expert knowledge and superb quality products.

As an independent retailer, the company has got time to apply the personal touch when it comes to services.

Site visits to homes can be arranged or details bought into the showroom for consultation.

The firm is a Herne Bay-based replacement door company that offers high quality made-to-measure doors and accessories to transform a kitchen without having to go through the hassle of replacing the whole interior, saving time and money and saving the environment.

Rather than just a functional room the kitchen can become a stylish place to dine and entertain.

Now with 40 door designs in more than 40 colours there are over 1,600 combinations of styles to choose from at the company – which came about thanks to an advertisement placed with our sister paper Kent on Sunday.

And its special vinyl door collection is perfect to create both modern and traditional styles.



Founder Edd Briant said: "I have been in the kitchen trade for 25 years – from flat pack kitchens to bespoke 'up market' kitchens supplying to both retail and trade."

"Two years ago when work dropped off I started working from home and placed an ad with Kos Media for replacement kitchen doors just to see if there was a market for it."

"It took off big time, so much so that I could not cope with it and had to employ a member of staff and get a shop to work from. I now have two members of staff and two fitting teams to install products."

"We have a range of over 40 designs in 45 different colours that are made to fit any size kitchen unit. We replace existing doors, panels, cornice, pelmets and handles to make it look like a new kitchen."

"We also sell worksurfaces as well as sink and taps and anything to do with kitchens. We can add units or change existing layouts – all for a fraction of the cost of a new kitchen."

"To add that personal touch I will come to your home to measure or you can bring your measurements into our showroom."

The business has a website at www.kitchendoorskent.com and can supply only or install from a single door to a complete kitchen.

Look again at business funds

Dear Mr Cameron

I'm afraid your rhetoric about 'forensic, relentless focus on growth', and your planned £81bn of relentless cuts, are distractions from our main challenge today: our broken financial system.

Well-targeted cuts in public spending are necessary but UK PLC will only prosper if we re-invent banking to serve customers and the wider economy ahead of bankers and their shareholders.

Nouriel Roubini, who predicted the credit crash, has explained what all can see, the 'elephant in the room': Banks are deemed too big to fail and "it's back to business as usual, lots of leverage, lots of risky investments and return to high profits based on subsidies by the government, bonuses, salaries – you name it. So we're planting the seeds of the next financial asset bubble."

And the cost to Britain? Well, apart from the billions lost in industrial output, profits/taxes and jobs, a Bank of England official estimates the subsidy to British banks over the last three years at an annual aver-

age £59bn (see Financial Times leading article 22/10/10). And the financial markets expect a further £50bn from 'Quantitative Easing' early next year. This money will not aid the real economy, simply bankers will use it for proprietary speculation.

No wonder you need to show our international creditors that we are cutting public spending so hard. If, compared with your £81bn savings, £50bn-£60bn gets squandered on QE every year, our creditors are rightly sceptical. It is time for constructive action, not rhetoric to hide the lack of an effective strategy to re-finance the economy.

Business needs this re-financing. September's Trends Report by the Bank of England shows net lending to businesses falling for the past two years. Some large companies may be coping, but the British Chambers of Commerce Quarterly Economic Survey for Q3 2010 reports a marked slowdown in the pace of growth.

If private enterprise is to lead us through this recession, firms need adequate tools including access to sensible credit. Only then can they flourish to create jobs and economic growth.

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Nick Rowell runs his own company, The Portable Business School, and assists both Kent Invicta Chamber and the Federation of Small Businesses with regular Member Surveys in Kent. In this open letter he asks the Prime Minister to re-evaluate the business finance sector following the Spending Review



The Federation of Small Businesses' half-yearly survey for Kent shows that owner-managers tend to hang onto their staff, even when sales and confidence are down; whilst as sales pick up, confidence and hiring recover very slowly. So fostering small businesses maintains jobs. Moreover, this doesn't stoke inflation: most businesses forego some profit-taking to build future growth.

So, Britain must establish alternative institutions to the banks. We must make it attractive to invest in productive, real-economy UK businesses for those with spare cash. High-earners will be looking to replace the pensions tax allowance to be slashed from April. Please consider extending tax relief to convertible loans, not just equity participation. Entrepreneurs don't need co-founders, but co-funders.

Enlist institutions with sufficient 'reach', as well as stable cash-flow. Include mutuals such as Building Societies and businesses whose principal activity is not finance (eg supermarkets) that lend at realistic interest rates. Consider devoting one or more of our state-sponsored banks to traditional banking services.

This strategy lets big banks focus on their

global investment business, generating tax for the Exchequer whilst paying themselves what they please. No need to demerge their investment and retail arms to undo "Big Bang". We'd regain an effective supply side in commercial banking, without excluding big banks from competing or diminishing their scope to service the cash-rich.

We all want stable growth to support healthy public finances. This requires a healthy stock of businesses able to invest in their productive capacity. But they can't do it on the unrealistic credit terms set by big banks whose overriding cash worries and short-termist ambitions continue to hi-jack government policy.

Please act to re-establish a diverse banking sector, where institutions unencumbered by the dodgy mortgage "albatross" can compete and prosper.

All of us – not just the big banks – need access to realistic credit at affordable rates.

*Nick Rowell,
www.tpbs.co.uk.*

Award-winning reason people keep coming back to our county

GUEST house owners are the warm and friendly face of Kent who ensure visitors to the county go away with fond memories and look forward to returning – and Lynn Ruse is one of the best.

Lynn, who runs Barclay Farmhouse in Biddenden, won the title of Bed and Breakfast Employee of the Year at the Pride in Ashford and Tenterden Awards 2010. Her success should prove an inspiration for others to enter the 2011 awards.

Driven by her late father's belief that if a job is worth doing, it is worth doing well, Lynn is determined to make sure every guest enjoys their stay in the county.

"I like to look after my guests from the moment they make their booking. That includes meeting and greeting them on their arrival, chatting to them about local attractions to visit, arranging restaurant bookings and even providing transport if necessary," said Lynn.

"I take pride in providing a locally sourced and healthy breakfast so I shop for fresh ingredients every day."

Lynn's devotion to her work extends to a desire to win a National Tourism Award for Excellence in the future, one of the objec-



FRIENDLY FACE: Lynn Ruse won the title of Bed and Breakfast Employee of the Year this year

tives she set herself when she originally opened her Bed and Breakfast business.

"The appreciation and thanks you receive from guests at the end of their stay is very rewarding," she said. "It means I know they have enjoyed their time with us and can't wait to return."

"Customer service is so important, it's a necessary part of the guest package. We want our guests to be happy and have a memorable experience – one that keeps them coming back year after year."

The Pride Awards are part of the Celebrating Kent initiative led by Visit Kent raising awareness of the importance of leisure, tourism and hospitality businesses. The industry contributes more than £2.5 billion each year to the county economy and supports more than 50,000 jobs.

If you know someone who gives exceptional customer service, then the deadline for the 2011 Pride in Ashford and Tenterden Awards nominations is February 28.

For further information, or to ask for a nomination form, contact Visit Kent on 01622 696936, email: celebratingkent@kent.gov.uk.

You can also nominate online at www.visitkent.co.uk/prideawards.

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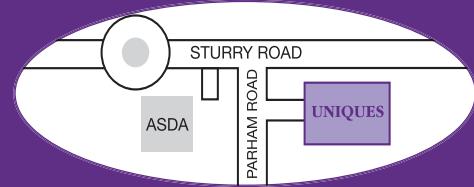


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How going that extra mile has boosted business at a creative new media group

CREATIVE agency The Wow Factory has strengthened its client offering by establishing a dedicated new media group which has captured several high profile national and regional clients.

The unit, which specialises in creating dynamic websites, search engine marketing and social media strategies, has won a series of pitches for clients including The London Tombs, Specialist Golf, The Secret Gardens of Sandwich, Britelite and Regal Estates.

The team is headed by digital strategy specialist Adam Parsonage, who has eight years web development experience, and includes search engine optimisation and social media executive Heidi Robus, digital copywriter Jon Lane, and programmer Ricky Ellmore.

Says Simon Clubley, managing director of the Charing-based agency: "Creativity, technical expertise and great copywriting is essential if clients are to maximise the impact of their online marketing."

"It's the fastest-growing part of our business reflecting the national trend, as more and more clients appreciate that just having a website is not good enough – it has to work hard, and be properly integrated into their marketing plans."



THE WOW FACTOR: The successful creative team at The Wow Factory are, from left to right, Adam Parsonage, Ricky Ellmore, Jon Lane and Heidi Robus who have increased business during the recession

The Wow Factory was founded four years ago, and also provides advertising, publications and event management to clients including Premier Foods, Checkmate Group, Monarch Chemicals, IPC,

Lansdown Place and the Reynolds Group.

For further information, please contact: Simon Clubley phone 01233 713946 or 07809 672939 or Richard Harvey, phone 01580 763605 or 07780 607209.

Spa business

How Tim Flanagan took a salon back to its roots...and increased custom

A SALON and spa owner in Deal has turned the clock back in more ways than one.

Tim Flanagan took over The White House hair and body salon two years ago and has gone back in time to reinvent the business.

Mr Flanagan said: "I took over the existing business in March 2008 and some years ago it was previously called the White House, but it had been called several things in the mean time.

"I decided to change it back because we were still getting phone calls asking for the White House."

The qualified chiropodist has been working in Deal for more than 10 years, spending most of that time in a room he hired from the dental surgery next door.

Mr Flanagan added: "The shop here came up for sale and I had been looking for my own premises, so I took the gamble and decided to put the two businesses into one."

"I knew it was a risk because I didn't have a background in hairdressing and I didn't really know anything about it.

"I do know how to run a business though so I got in a manager and made sure I had the right staff."

It is the staff that Mr Flanagan employs that he believes is the backbone to the spa's success.

"I have a really good team and the key to a good business is the staff," he added.

"Without them, there is no business."

In his short tenure of the spa and salon, Mr Flanagan has made a great impression, not only with



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CUT ABOVE THE REST: The White House hair and body salon in Deal's award-winning team

his staff, but also with his customers; an achievement that has been officially recognised.

Mr Flanagan said: "We won salon of the year in 2009/10.

"We received a glass trophy for it, but it is about getting the accolade.

"There are some very good salons, especially in London, so it means a lot to everyone to win it.

"We also stock the best products, such as Kérastase, which is world renowned and only certain salons can get it.

"Representatives from the company come and inspect the salons to ensure they are good enough.

"We have exclusivity in Deal and no-one else here is allowed to have it.

"We want to be as good as the top London salons but with a personal service – we know our customers by their first names."

In this time of austerity, businesses such as this are often the first to suffer, but by being independent, The White House is able to be swift on its feet and react to the market, ensuring that it continues to prosper, having grown by 400 per cent during 2009.

Mr Flanagan said: "I feel really proud that we are still here and we are not regressing but actually progressing and, considering the recession, we are making steady progress.

"We have that independence and autonomy to be able to change quickly."

Building specifically with farmers in mind

A KENT building group with a national profile has set up a new division aimed specifically at providing quality services to farmers across the south east.

Cole Agri-build will combine the renowned building skills of Cole Construct's Betherden workforce with the farming background of the well-respected Luke Alexander to provide general construction services and steel-framed buildings for the local agricultural industry.

Cole Construct was set up by Daniel Calnan in 2008 and has been growing strongly despite the recession. It has already gone from a one-man band to a five-strong team that includes in-house designer Danielle Petersmann.

Luke Alexander, who comes from a farming family and trained as a rural surveyor before working as a director of a diverse agricultural business, is looking forward to joining the Cole Group stable at the helm of Cole Agri-build.

"We think there is a real need for a good local service provided by a company that knows about farming as well as about building," explained Daniel, "and we are delighted that Luke is here to help with it."

Agri-build will also focus on renewable energy, working with farmers to help them benefit from the new 'feed-in tariffs' that offer a payback for every unit of electricity generated by a solar panel, wind



EXPERIENCE: Luke Alexander is joining the group

turbine or biomass energy technology.

"The average barn roof could generate as much as £20,000 of income a year through having photovoltaic solar panels mounted on the roof," explained Luke.

The Cole Group also includes Four Seasons Fencing, run by Cole Construct co-director Graeme Allison. Another big player on the national scene, Four Seasons is currently installing fencing and vehicle barriers for the Westfield

Shopping Centre, adjacent to the main Olympic Park site in Stratford, East London.

With such comprehensive support from companies within the group, Cole Agri-build will be able to provide a complete design and build service to local farmers who know they can rely on Luke's expert advice.

"Farming is a specialist area and farmers like to deal with a building company that not only understands building but understands the issues associated with farming. At Cole Agri-build we bring together the right skills and experience to create a cost-effective, quality solution to on-farm building," Luke added.

Cole Agri-build can tackle all kinds of general construction work, repairs, extensions and diversification projects as well as designing and erecting steel-framed buildings for general and specialist uses.

Sister company Cole Construct is meanwhile putting the finishing touches to the new warehouse and office premises it has designed and built at Moat Way, Ashford, for SuperCups Vending.

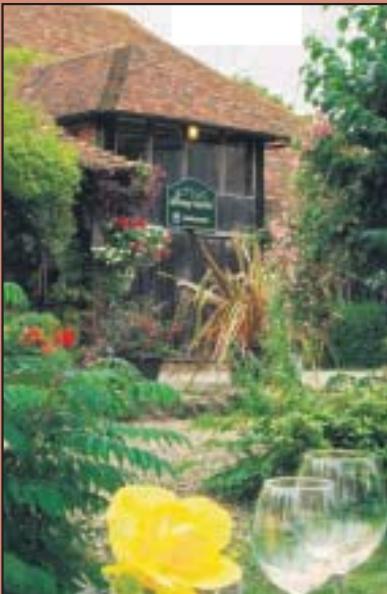
That combination of quality building, in-house design services and farming knowledge will be welcomed by farmers who would rather be out in the fields tackling 'the day job' while the experts look after the latest project back in the yard.

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Accountants' new system to help beat the down turn

PH ACCOUNTANCY in Whitstable has taken an unprecedented step to help their clients in these difficult times. They have invested in one of the world's leading business growth and marketing systems, so clients can get FREE access to this valuable resource.

The 'Business Growth System' itself has helped to generate tens of millions of pounds worldwide for companies in over 250 different industries. It's a UK system; built, developed and improved over a 15 year period.

Commenting on this innovative scheme Andy Page, managing director of PH Accountancy said: "We are absolutely delighted to be launching this valuable time-tested resource to our clients. We have always sought ways to help our clients grow their businesses."

"Investing in one of the leading business growth and marketing systems, so our clients can get free and expert help shows how committed we are to helping our clients prosper during these tough times."

The Business Growth System is owned and developed by the Academy For Growth. Simon Organ, managing director of the Academy comments: "We are delighted to provide the Business Growth System to the clients of PH Accountancy, it's clear they are a forward-thinking firm of account-



DEDICATED: PH Accountancy has invested in The Business Growth System to assist clients' businessants who have a strong desire to see their clients succeed and prosper even during challenging economic times.

"PH Accountancy has recognised that accountancy firms have difficulty in differentiating themselves. However, by investing in the Business Growth System, PH Accountancy can now provide it free of charge to their clients, clearly demonstrating that not every accountant is the same. Ordinarily the system is available to buy for £1,175 for each business, so this commitment shows the steps PH Accountancy are prepared to take to help all their clients succeed and we applaud it."

For more information please phone 01227 277 667 or visit www.phaccountancy.co.uk.



THE Farriers Arms, at Mersham, is rapidly becoming one of the 'hottest' venues in Kent – and that's no surprise when one considers what it offers.

This 1606 pub has been fully restored and the seven-acre curtilage, with the fish-laden East Stour River running through it, is charming in the extreme. There is fine dining with exquisite food and surroundings, conventional dining and an excellent bar menu – not to mention the selection of free-house beers and wines. Two of these wines have been vinted in France and bottled exclusively for The Farriers, under The Farriers' name and under the name of the local hospice: the latter benefits from a generous donation from the profits.

Music to suit all tastes is available on a regular basis, both indoors and at open-air functions, in keeping with the mood of the occasion. Marquees can be hired in the field, or The Forge can be made available as a private function room.

The history of The Farriers Arms is clearly centuries old. James 1 sent ships to America in

Village pub is the new hub of the community

CROSSKEYS COACHES DAY TRIPS AND TOURS

November

Wednesday 10th	Brick Lane Music Hall
Saturday 20th	Santas Magical Kingdom, The Hop Farm, Kent
Saturday 27th	Romford Market
Saturday 27th	Brussels Xmas Market (2 Day Break)
Sunday 28th	Bruges Xmas Market
Tuesday 30th	Westfield Shopping Centre

December

Wednesday 1st	Bluewater or Lakeside
Friday 3rd	Brick Lane Music Hall
Monday 6th	Afternoon Cite Europe
Wednesday 8th	Camden Lock Town & Markets
Friday 10th	London Lights & Sights
Saturday 11th	Santas Magical Kingdom, The Hop Farm, Kent
Sunday 12th	Lille Xmas Market
Monday 13th	Valkenburg, Netherlands (5 Day Break)
Saturday 18th	Thursford Xmas Spectacular
Sunday 19th	Calais Xmas Market

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Saturday 8th

Saturday 15th

Saturday 22nd

Sunday 23rd

Saturday 29th

Monday 7th

Saturday 12th

Friday 18th

Saturday 19th

Thursday 24th

Saturday 26th

Monday 7th

Friday 11th

Saturday 12th

Wednesday 16th

Thursday 17th

Friday 18th

Saturday 19th

Wednesday 21st

Friday 25th

Saturday 26th

January

Brentcross Shopping Centre

£13.50

(SOLD OUT)

Brighton Ice Show

£16.00

Bluewater or Lakeside

£36.00

Brighton Ice Show

£36.00

Brighton Ice Show

£15.00

Afternoon Cite Europe

£21.00

De Panne

£39.00

Brick Lane Music Hall

£26.00

Ostend

£25.00

Boulogne

£70.00

Disneyland, Paris

£15.00

Afternoon Cite Europe

£12.50

Royal Tunbridge Wells

£21.00

De Panne

£35.00

Brick Lane Music Hall

£25.00

Boulogne

£23.00

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covers for the new extended anvil restaurant which is extremely successful – you will need to book in advance for Friday and Saturday nights.

The beautiful restaurant with its folding doors opening onto the garden, patio and the river frontage.

And not least, the micro brewery has now been finished and will be brewing its first batch of beer

very shortly.

The new à la carte menu can be seen on the website along with the bar menus at www.thefarriersarms.com. The Christmas menu will be available from November 30 where large parties can be catered for in either the large restaurant or forge function room.

Also on sale shortly is tickets for New Year's Eve, an evening which includes a black tie gala buffet, bar and disco where tickets cost just £40 or £5 if you prefer to make use of just the bar and disco instead.

The next event is fireworks on November 6 where there will be children's entertainment. The evening will start with music by the Lostres Hombres from 6:30pm and the fireworks set to music will start at 7:30pm. This will be followed by the lighting of the giant bonfire at 8pm. Also available is hot mulled wine, bar and hog roast or BBQ. Tickets are on sale from the pub, families (two adults, two children) £15 or £20 if bought on the night.

The Farriers is managed by June Ballard, and the Head Chef is Richard Bayliss, Gerald is Maitre D and there is a charming and elegant complement of waitresses and kitchen staff. All would welcome your coming to sample the wealth of sustenance and entertainment that The Farriers has to offer.

Farriers Arms, The Forstal, Mersham, Ashford, Kent TN25 6NU. Phone 01233 720 444. www.thefarriersarms.com.

that year, to set up the first permanent English settlement there – in Jamestown. But the recent story began only last year, in March 2009.

At that time the pub came on the market, as a part of Punch Tavern's divesting of its assets, and the pub had become totally dilapidated in fabric and was closed.

But local businessman and entrepreneur, Richard Bishop, was so appalled by the uncertain future of the village pub that on April 23 – St George's Day – he incorporated a registered private company (Farriers Arms Kent Ltd) and put in an offer of purchase. When the offer was accepted, Richard gathered together a host of villagers and friends to invest, such that by June 12 the pub had been fully purchased.

The amount of work to renovate and extend the premises, including the voluntary efforts of the shareholders, cannot be overplayed. The effort by families has been phenomenal. Roofing repairs were necessary, rotting floorboards were replaced and everything has received several coats of paint.

Local joiner and cabinet-maker Lenny has built the new bar, literally from scratch, having to hunt for antique doors to re-fashion into the stunning bar with a polished oak top complemented by the solid brass foot-rail that formerly graced the bar at The Mariners' Mission, in Hong Kong.

A new kitchen has been built to serve the various dining areas, where there is now 55



HIGHLY COMMENDED: The London Beach Country Hotel in Tenterden was recognised at the Kent Environment Awards

Pure luxury and relaxation that doesn't cost the environment

LONDON Beach Country Hotel in Tenterden was highly commended at this year's Kent Environment Awards.

The awards, run by Kent County Council, recognise and reward Kent businesses for innovative environmental and community work they undertake. London Beach was a finalist at the awards and recognised for its consideration to the environment while developing the spa and golf course last year.

More than £3 million was invested into the hotel to develop environmental technologies including: solar panels; heat recovery system; new LED lights and a sustainable irrigation system using rain run-off and water diversion systems.

These investments resulted in approximately nine million litres of water and more than 48,000kW of electricity saved each

year. During construction of these processes, much thought was put into how the hotel could reach its full environmental potential.

"I am delighted that the work we have put into developing the hotel to ensure it is environmentally friendly has been recognised by these respected awards," said Pierre Edmonds, owner of the hotel. "We'll continue to ensure we save energy and resources and shall take into consideration environmental impacts when we plan future developments to the hotel."

Situated in the charming Weald of Kent, the London Beach Country Hotel is perfect for a retreat in the countryside. Guests are welcomed to take advantage of its spa, health club and parkland golf course.

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AN Ashford garage has revitalised premises it moved out of at the beginning of 2009 to create a local MOT business within walking distance of the town centre.

When D+D Autos moved to its new, purpose-built premises in Moat Way, Orbital Park a year and a half ago, it brought to an end a quarter of a century of service at its old Victoria Road premises.

While the jumble of buildings it left behind were not up to the job of providing a 21st century service and repair facility, they were handy for the town centre and were missed by a number of Ashford customers.

Now the family business, headed by Derek Pestridge, has reopened part of the old site as MOT Express Ashford under the care of long-serving employee Alan Crawford, one of the most experienced MOT testers in the area.

Alan has been testing local vehicles for the best part of 25 years and has been with D+D since February 1993. He's delighted to be at the helm of the Victoria Road business and is offering a dedicated MOT service that is proving ideal for people who work in the town.

"Our new premises at Moat Way offer first class facilities for service, repairs and MOTs, but some of our old customers liked the fact that they used to be able to walk into town while their car was being tested," explained Lorraine Fuller, D+D Autos' operations manager.

"As well as being useful to those customers, MOT Express Ashford has helped to boost trade in the town itself and has allowed us to take on another tester, which is a little bit of good news during these difficult times."



EXPERIENCE: MOT expert Alan Crawford

Driving a successful business

THE Vauxhall franchise, situated in London Road, Bapchild, (on the A2) has been operating since 1992 and prides itself on the quality of service it provides together with its commitment to the community.

The family firm was established after managing director, David Pomphrey, acquired the business and assets of a former Vauxhall dealer at the site.

Now in its 19th year, Pomphreys has evolved into a one-stop shop for drivers offering a wide choice of new and used cars, from the compact Agila to the premier Insignia, together with a range of vans. It also offers servicing and repairs, a parts department, an MOT centre and an accident repair operation.

Marketing manager Kathy Skipp believes the company's ethos of quality and customer care has seen it through several economic down-turns and



AWARD-WINNER: The London Road Vauxhall franchise is a family run firm priding itself on quality of service endeared itself to the community.

She said: "It's a great place to work. There's a good atmosphere and team spirit. We take pride in what we do and we try to understand the needs of each customer individually.

"We have a tremendous amount of repeat business. Some of our customers bought a car from us nearly twenty years ago and have kept coming back and now their children have come to us for their first car. That's very satisfying."

If the quality of service is important to Pomphreys then so is its workforce – evident by staff retention levels with some clocking up more than thirty years.

Finding independent evidence of Kathy's testi-

monial isn't difficult. The company holds an investor in people status – awarded by the British Standards Institute (BSI) – recognising Pomphreys' efforts in leading, managing and developing the people who run its operation.

BSI has also approved the company for the quality management systems in place.

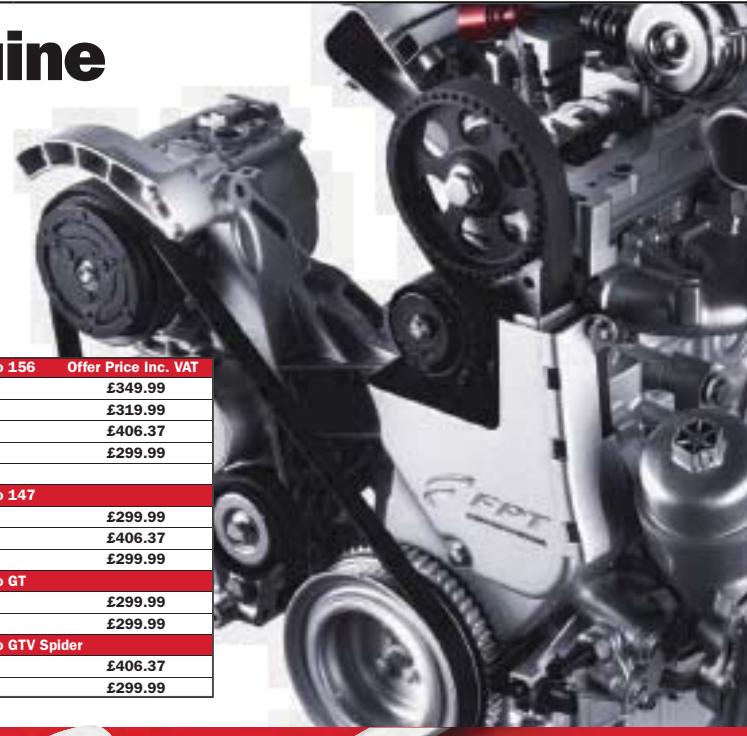
Kathy says unlike other independent dealers the conditions of the Vauxhall franchise is a further guarantee of quality.

"As a franchise we are approved by Vauxhall to sell their cars and in order to do so we must comply with a strict set of rules, regulations and standards. We are regularly spot checked."

Pomphreys has shrewdly built up solid ties with the community in Sittingbourne and surrounding areas sponsoring and supporting hundreds of groups and good causes over the years.

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Northgate Alfa Romeo

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Alfa Services



PROVIDING exemplary customer service is the key factors in building a successful business.

That is the view of Adrian Pile, sales manager at Northgate Alfa Romeo garage in Canterbury a business that has stood the test of time.

Not far from Canterbury Cathedral, the dealership has been trading in its current form as an Alfa garage for more than 15 years.

Treating the customers with the respect is the main reason why the business has been successful, says Adrian.

"We always do our upmost to make sure that people who come to us for whatever reason are given the very best we can offer. It's our main aim," he said.

"It's important that customers have trust in you and what you're doing and that is something we strive for. It is nice for them to come in and meet the same staff and recognise us so we can build up a real relationship with the customers. It's something we take pride in and always have."

"It makes a big difference when customers come back to a dealership and see the same face each time, it enables you to build up a bit of rapport with them and helps you understand their needs to a greater extent. We don't treat people as a number here. We are always straight with people and don't just tell them what they want to hear, by giving them any old flannel. We tell them how it is and spell out all the options."

The dealership has a dozen staff under Adrian, but selling the most emotive and historic of Italian cars is only part of its operation.

Body repairs, servicing, free estimates and MOTs are also under their remit.

Adrian said it was making sure everything is down to the highest of standards that is also a factor in Northgate Alfa's ongoing story.

He said: "All our parts are the official Alfa Romeo ones. If you use the trade parts then you find that they may not fit, wear out quickly or fail, whereas ours are guaranteed for 12 months, which offers customers real piece of mind."

Steering customers to what they really need

'Success comes from being straight with people and giving them options'



HIGH STANDARDS: Customer service is the number one priority at Northgate Alfa Romeo garage in Canterbury where selling beautiful cars is only part of the business

Adrian said that he still enjoys the work and has never seriously considered leaving Northgate Alfa.

"I've been here 30 years now and I've had

other opportunities but always decided to stay here as I like it so much."

"We used to be a Renault dealership before we changed to Fiat in 1992, then also got Alfa in

1994, which was a big deal for us as it's such a great brand. We just outgrew the site, doing both Fiat and Alfa from here so split it, and now have a Northgate Fiat in Westminster Road."



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The Trade and Upgrade Programme enables eligible customers to obtain a minimum part exchange value for a qualifying when purchasing a new Hyundai at a participating authorised UK Hyundai dealer by 27 December 2010. The £3,000 allowance offer is for the purchase of a new Hyundai i10, excluding 10 Classic with metallic paint that qualifies for a £1,500 allowance and 10 Classic in Petrol Red Solid Paint that does not qualify for the Trade and Upgrade scheme. The scheme is subject to the terms and conditions of the programme - see www.hyundai.co.uk/tradeupgrade or ask your local dealer. All vehicles are subject to availability at participating Hyundai dealers. The Trade and Upgrade Programme cannot be used in conjunction with any other offers. Warranty terms and exclusions apply - see www.hyundai.co.uk/warranty or ask your local dealer.

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The official fuel consumption figures in mpg (100km) for the New Mazda5 range; Urban 30.4 (9.3) - 46.1 (6.4), Extra Urban 47.1 (6.0) - 61.4 (4.6). Combination 36.2 (7.2) - 54.3 (5.2). CO₂ emissions 159g/km 168 - 138.

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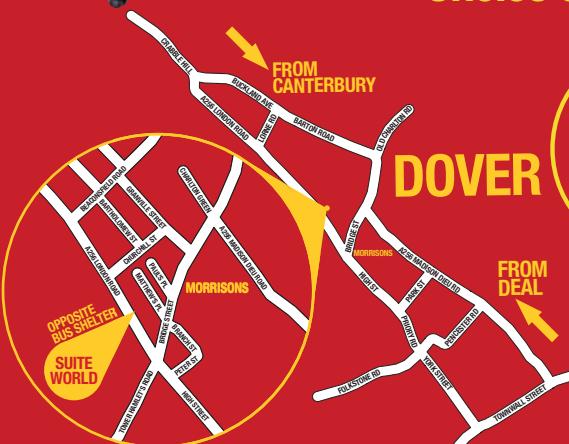
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Grim tale of deadly bodysnatchers deserves to be dead and buried

■ BY DAMON SMITH

THE murderous exploits of two Irish immigrants, who terrorised the streets of 1820s Edinburgh, provide the inspiration for John Landis's ghoulish black comedy.

Opening with a succinct disclaimer – "This is a true story... except for the parts that are not" – Burke & Hare wraps the grisly facts in a shroud of slapstick, sickly romance and anachronistic sight gags.

When the titular body snatchers unearth their very first coffin, loyal skye terrier Greyfriars Bobby sits watching them atop his owner's grave, more than 30 years before the real John Gray shuffled off his mortal coil in 1858.

Dr Lister, who was barely out of his mother's womb when the real murders began, is a figure of fun because of his halitosis, while Charles Darwin, who was at least in the Scottish capital at the time, warrants an aside.

Screenwriters Piers Ashworth and Nick Moorcroft struggle to strike the right tone.

The mix of black comedy and tragedy isn't so much bad taste as completely tasteless.

Irish scallywags William Burke (Simon Pegg) and William Hare (Andy Serkis) return home to learn that one of their elderly lodgers has passed away.

A conversation with grave robber Fergus (David Schofield) reveals that medical professor Dr Knox (Tom Wilkinson) will pay three pounds for a fresh cadaver to use in his anatomical demonstrations.

"I thought that life here was supposed to be cheap," asks Hare.

"It is, but the price rockets when you're dead," smirks Fergus.

Demand far outstrips supply and soon Burke and Hare are helping the ageing and the infirm to meet their maker a tad earlier than expected.

While Hare keeps his wife Lucky (Jessica Hynes) sweet with a cut of the profits, Burke



GLOOMY: Simon Pegg and Andy Serkis as grave robbers Burke and Hare, and right, Isla Fisher as Ginny

invests his share in an all-female production of Hamlet, fronted by aspiring actress Ginny (Isla Fisher), and the increasingly prolific Dr Knox crosses scalpel with traditionalist rival Dr Monro (Tim Curry).

Unfortunately Burke & Hare is as stiff and lifeless as the unfortunate souls that the eponymous duo deliver to the surgical slab.

Pegg and Serkis share lukewarm screen chemistry and the script doesn't provide them with any decent one-liners.

Curry camps it up as best he can to offset the gloomy, grey production design, but a running gag about his foot obsession is lame.

The screen is littered with pointless cameos, including Christopher Lee as an ill-fated lodger, Paul Whitehouse as a drunkard and Stephen Merchant as one of the King's footmen.

So much talent going to waste.

At the end of the film, cameras venture inside Edinburgh Anatomy Museum and linger on the skeleton of the real life William Burke, which is well preserved more than 180 years after the murderer swung from the gallows.

Landis's film will be dead, buried and forgotten in a couple of months, if it's lucky.



BURKE & HARE Certificate PG

Picture: PA PHOTO/ENTERTAINMENT FILM DISTRIBUTORS



BIG DAY: The Wedding House planners are waiting to make dreams come true



YOUR TV REVIEW

WEDDING HOUSE: Channel 4, Tuesday, 8pm
THE APPRENTICE: BBC1, Wednesday, 9pm

I FIND Wedding House quite upsetting.

In the best light, loved-up couples with a taste for glitz and glamour leave one of the most precious days of their lives in the hands of a team of professional planners who will make their wedding dreams come true.

In reality, couples, only some of whom seem to love each other, are given fancy dress weddings by five individuals who find it insulting if you want to bring your own shoes. To your own wedding.

The 45-minute programme packs in four couples a week. Some of them have a lovely day. Some of them are even ready to get married.

Sam and James have been together for years, seem very happy, and throw themselves into their bizarre yet stylish Alice in Wonderland wedding. Although one can't help but feel

■ BY JENNY ARMSTRONG

a bit sorry for James. Sam has already had her church wedding with a previous husband – this is all James gets.

But Sen and Hus nearly don't get married because the groom throws a strop about the colour of his trousers, and a pair of ageing swingers renew their vows with a dungeon theme.

Some weddings are fun to watch, but sometimes it is just embarrassing.

THE new series of The Apprentice seems to have dredged up the worst group of nincompoops yet.

If you like watching adults behaving like schoolchildren, and I mean the Lord of the Flies brand, you will like this.

As in previous incarnations two teams of high-fliers, who nonetheless are incapable of proper speech ('karmically they will be retributed' – genius) take on business tasks and a member of the losing team is fired.

At stake is a six-figure salary as apprentice to the business guru Lord Sugar, so the in-fighting gets rough.

Unfortunately two candidates who seemed most like decent human beings have already left.

Unemployed graduate Raleigh Addington left after his Army brother was critically injured in Afghanistan, and surgeon Shippy Robati was fired because he was capable of admitting to his mistakes.

On a positive note, having some of the nice guys out of the way makes the ensuing catfight much more enjoyable. It no longer feels like witnessing a banker kicking a puppy.

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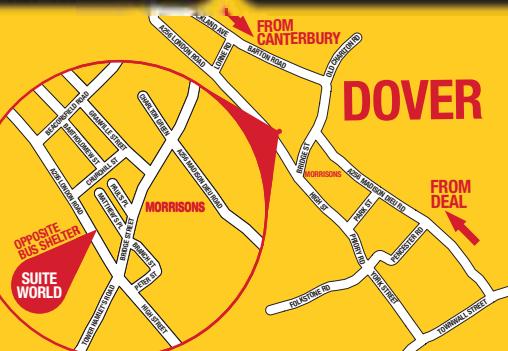
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MOTORS NEWS



Hyundai's downsizer comes with all the toys

HYUNDAI cranks up competition in the mini-MPV sector from November 18 with the launch of its roomy yet compact ix20, priced from £11,595.

The niche was identified by the Honda Jazz, but the trend for downsizing has increased demand and choice and the Hyundai will appeal not just on pricing, but also with its five-year warranty.

Standard features kicking off three trim levels include height-adjustable driver's seat, air con, six airbags plus active head restraints, and six-speaker sound system with MP3/USB input.



Lexus hybrid cuts costs without compromise

LEXUS has announced an attractive entry price of £23,485 for its all-new CT200h executive hatchback hybrid.

With a road tax-exempt 94g/km CO₂ emissions, potential average mpg of nearly 70 and a 10 per cent benefit-in-kind company car tax rating plus the upmarket badge, the petrol-electric model should make company car user choosers think twice.

But buyers will need to opt for mid-grade SE-L (£25,200) for the true executive leather seats, with heated front ones.



C3 gets Cherry aid to boost Picasso's sales

IT probably didn't need it, but Citroën's award-winning C3 Picasso MPV (from £12,695) has been updated and is now available with an ultra-low emission 110bhp diesel and six-speed gearbox.

The 90bhp sister diesel is also sold in a Blackcherry special edition (£15,195), with cherry red and black detailing, plus high spec including roof bars, cherry red diamond-tipped alloys, air con, cruise control and USB/Bluetooth connectivity.

All C3 Picasso diesels now escape road tax in year one and the whole range has energy-saving Michelin tyres.



DISTINCTIVE: The almost all-new Saab 9-5 delivers everything you'd expect from the brand – turbocharged generous spec, comfort, acres of space, and traditional design

Saab back from the brink with powerful new twist

ROAD TEST SAAB 9-5

■ BY STEVE LOADER

STAR QUALITY

Driving appeal



Image



Space



Value



Running costs



Reliability



Green rating



parking assistance and all-wheel drive.

The engine line-up is all turbocharged – what did you expect from the turbo master brand? – and includes a 1.6-litre petrol unit that concedes little in performance to the slightly dearer diesel entry model, though fuel consumption is markedly inferior.

The 160PS (157bhp) 2.0-litre Vector SE diesel we tested feels heavy and, like standard versions of the Insignia – not as nimble as you come to expect from BMW and Audi rivals.

But the ride comfort and long-distance cruising ability is impressive, with loads of space for those in the back and a massive boot.

The cabin isn't gaudy or innovative, but just carefully laid out in the Saab way; aficionados like to think Saab dashboards can trace their lineage back to the aviation parent company.

The powertrain and six-speed auto gearbox matches this refinement and the front-end styling won't let you down in the office car park.

I think the designer's hand strayed a little towards the rear of the car, but this opinion started a lively debate whenever I raised it with colleagues, so it's one of those "beauty is in the eye of the beholder" motors.

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Finished in Colorado Red with a Black Cloth interior, 56,500 miles. Was £3,995. **Now £3,295***

2004 Volkswagen Touran 1.6 S (100BHP) 7-Seat

Finished in Blue Metallic with a Grey Cloth interior, 50,500 miles. £6,995 **Now £6,495***

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2002 Daewoo Tacuma 1.6 SE 5-Door MPV

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*Correct at time of going to press.

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2006/06 PLATE
PEUGEOT 407 2.0
HDI DIESEL 136
SE 4 DOOR
SALOON

Midnight black met, black cloth interior-aircon-6 speed manual-c/d player-alloys-front fog-multi air bags-alarm and immobiliser-e/w-smart satnav-one owner from new-f/s/h

£5995



2002/52 PLATE
TOYOTA MR2
ROADSTER VVTI
CONVERTIBLE
LTD EDITION 1.8

Citrus met-black leather interior-aircon-tdi ed alloys-abs-air bag-upgraded stereo system-alarm & immobiliser-e/w-rarely available in ltd ed colour-service history

£4995



2006/56 PLATE
SEAT LEON
1.9TDI STY-
LANCE 5 DOOR
HATCH

Sunset red-black cloth interior-aircon-rear parking sensors-e/w-c/d system-alloys-multi air bags-front fogs. Very well looked after, fun to drive with great fuel economy and a full service history.

£6995



2007/07
RENAULT SCENIC
1.6 AUTOMATIC
VVTI DYNAMIQUE
28K FSH

Sandringham met-dark grey charcoal interior-aircon-twin glass sunroofs-alloys-cd player-e/w-new card start system-alarm & immobiliser-c/c-front fogs-a/wiper system-1 owner from

£6495



2003/53 FORD
KA 1.3 COLLEC-
TION 2 3 DOOR
HATCHBACK

Mediterranean blue met-grey cloth trims-colour coded-e/w-p/a-s-coded stereo with cd player/airbag protection-a super little runaround with only 56k-excellent value at only

£2995



2006/06 VAUX-
HALL ASTRA 1.6
CLUB 5 DOOR
HATCHBACK

Panacotter silver met-dark grey cloth-aircon-abs-multi air bags-cd player-multi function steering wheel-alarm and immobiliser-e/w-f/s/h and only one owner from new offered at only

£4995



2006/06 PLATE
FORD FOCUS 1.6
LX 5 DOOR

in flint grey metallic with contrasting black cloth interior-air conditioning-remote control central locking-electric windows-multi air bag protection-system-drivers seat height adjustment-c/d at only

£4995



2004/54 PLATE
VOLKSWAGEN
BEETLE TDI
DIESEL 3 DOOR

Stardust met silver-black cloth interior-aircon-heated front seats-front fogs-e/w-rear parking sensors-c/d player-multi air bags-this is car offers great fuel economy and a real pleasure to drive.

£5995



2001 LANDROVER
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TD4 ES DIESEL 5
DOOR

in midnight blue metallic with contrasting grey leather interior, air con, electric windows, electric folding adjustable door mirrors, c/d in-car entertainment, multi function steering wheel, alloys only

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2007/07 PLATE
VAUXHALL
ASTRA EST LIFE
1.3CDTI DIESEL

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2000 VAUXHALL
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2004/54 RENAULT
GRAND ESPACE
AUTOMATIC
DIESEL INITIAL 7
SEATER

Nightfire blue met-sand leather/suede-aircon-sat-nav-cd player-abs-air bags-card start-c/c-alarm & immob-auto wipers-auto lights-abs-auto t/c/e-w-only 63k miles-f/s/h.

£8995



07/57 PLATE
MITSUBISHI
OUTLANDER ELEGANCE DI-D
7 SEATER

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2002/52 PLATE
VOLKSWAGEN
GOLF 1.9TDI SE
100BHP 5 DOOR

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2001/51 PLATE
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THE RACE 7
SEATER.

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2003/53
RENAULT ESPACE
2.2 DIESEL INI-
TIAL 7 SEATER

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08 Plate Ford Matiz



Cash Price	Deposit	Balance to Finance	34 Monthly Payments
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First Instalment	Final Instalment	Total Amount Payable	0% APR
£77.75	£78.05	£3999	

0% APR Finance

08 Plate Ford Ka



Cash Price	Deposit	Balance to Finance	34 Monthly Payments
£4499	£1349.70	£3149.30	£87.48
First Instalment	Final Instalment	Total Amount Payable	0% APR
£87.48	£87.50	£4499	

0% APR Finance

02 Plate Ford Focus 4dr



Cash Price	Deposit	Balance to Finance	22 Monthly Payments
£3399	£99	£3300.00	£137.50
First Instalment	Final Instalment	Total Amount Payable	0% APR
£137.50	£137.50	£3399	

0% APR Finance

05 Plate Vauxhall Agila



Cash Price	Deposit	Balance to Finance	22 Monthly Payments
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PROPERTY NEWS

Rise in property prices damage chance of sale

ASKING prices for UK property rose by three per cent during October, research shows.

The average home for sale has seen an increase in price of just over £7,000, according to property website Rightmove.

For the past three months the housing market suffered falling prices and the number of homes on the market is remaining close to an all-time high.

The research indicates that sellers are refusing to adjust to these new market conditions.

Rightmove explained that what it called "bullish pricing" is typical of the autumn property market and vendors often struggle to react to both new stock and market changes.

The property portal also indicated that many sellers are likely to be disappointed as evidence shows that high prices can damage chances of selling the property.

Miles Shipside, director of Rightmove, said: "It is a sign that many sellers are not experiencing high levels of financial stress, but can't afford to accept a lower price if they are to make their sums stack up for the next move."

Drop in number of high end homes on market

THE value of the UK's most expensive properties has fallen by 1.5 per cent over the past year, figures from Primelocation.com have revealed, despite a slight decrease in the availability of stock.

Top value homes in Kent did not fare as badly as those in other parts of the UK, according to market analysts.

London saw the biggest monthly falls in value for the highest-end stock, dropping by 2.4 per cent between August and September 2010, while prime properties in Wales fell by 5.8 per cent over the year.

Primelocation.com believes the two main reasons for falling values are fewer wealthy individuals looking to buy property from abroad, as well as higher taxes prompting more of the UK's rich to emigrate.

SALES of properties worth £1 million and over have risen by 118 per cent in the past year, according to new figures from Halifax.

Although sales over £1m represent a tiny proportion of the UK property market as a whole, shares of all sales have risen from 0.5 per cent in the first six months of 2009, to 0.9 per cent in the same period of 2010.

A spokesman said: "The increase reflects the weakness in sterling and the relatively strong housing market in the south east."



AIMING HIGH: Eric Pickles (pictured below), the communities and local government secretary, has pledged to upgrade thousands of affordable homes for low-income families

150,000 new homes as part of reforms to social housing

THE Government has cut the social housing budget by more than 50 per cent, from £8.4 billion over the previous three-year period to £4.4 billion.

However, it says that it will invest £4.5bn in 150,000 new affordable homes over the spending review period.

It will also carry out a major reform of social housing in this country, said Chancellor George Osborne while outlining changes made in the 2010 Comprehensive Spending Review.

Included in this reform will be a shift in responsibility to local councils and a scheme which allows social landlords to charge tenants a weekly rent between social and market rates.

In addition, more than £2bn has been allocated to the Decent Homes programme,

BY NICK AMES

which improves housing for vulnerable people.

Other changes include a new cap on Local Housing Allowance to single claimants under 35 who are living in the private rented sector.

They will now be restricted to the rate for a single room in a shared house rather than in a one-bedroom property.

Eric Pickles, communities and local government secretary, said: "We have seen that the old system of house building simply did not work.

"We are making the money available and delivering the reform to build and upgrade thousands of affordable homes for people on lower incomes over the next four years."

These cuts are likely to attract controversy due to plans to subsidise budget cuts by forcing those on housing benefit to pay a higher rent.



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**WILLESBOROUGH £155,000**

Victorian semi detached property offers three bedrooms. Lounge/diner that has many original features including an open fire with hearth, fitted kitchen also a south-facing garden. Perfectly situated for easy access to Ashford's rail and road links.

**ASHFORD GP £130,000-£145,000**

This is a 3 bedroom terraced property situated a short walk away from Ashford town centre and train station. The property benefits from a good-sized lounge/diner, kitchen with a utility room, plus an easy maintainable garden.

**GODINGTON PARK £125,500**

Situated in the popular area of Godington Park is this very well presented 1 bedroom home. The remaining accommodation consists of lounge, double glazed conservatory and bathroom. To the rear is a low maintenance garden and allocated parking.

**ORCHARD HEIGHTS £115,000**

Ideal first home in the popular Orchard Heights area. The accommodation consists of lounge, bedroom, kitchen, bathroom and downstairs cloakroom. To the front is allocated parking for one car. Close proximity to both the A20 and M20 and Ashford's town centre.

**KENNINGTON GP £119,995-£129,995**

Two bedroom ground floor flat in the popular location of Kennington. Further accommodation consists of a lounge, kitchen and family bathroom. To the side of the property is a single garage with additional off road parking.

**WILLESBOROUGH OIEO £170,000**

End of terrace 4-bedroom family home in Willesborough area. Additional accommodation consists of Lounge, Kitchen / Diner, Downstairs Cloakroom and Conservatory. Parking is provided to the rear with the added benefit of a single garage. CHAIN FREE

**GODINTON PARK GP £224,995-£234,995**

Four bedroom detached home in the Godinton Park area. Further accommodation consists of lounge, separate dining room, kitchen, downstairs cloakroom and family bathroom. There are front and rear gardens, off road parking and larger than standard single garage.

**SINGLETON OIEO £165,000**

Delighted to be offering this 3-bedroom end of terrace home. Arranged over two floors further accommodation consists of lounge/diner, fitted kitchen, family bathroom and downstairs cloakroom. Parking is provided by the allocated parking space and single garage.

**SINGLETON GP £194,995-£204,995**

Three bedroom home is located in the popular area of Singleton Hill. It benefits from a Master bedroom with en suite bathroom, cloakroom, fitted kitchen, lounge and conservatory. There is off road parking and a single garage.

**SINGLETON OIEO £244,995**

Detached 4 Bedroom family home in the area of Singleton. Accommodation consists of one with en suite shower room, lounge, kitchen/diner and family bathroom. There are front and rear gardens, garage and off street parking.

**KINGSNORTH GP £285,000-£299,950**

Four-bedroom family home, set in the Kingsnorth area. Further accommodation consists of lounge, separate dining room, high spec fitted kitchen, downstairs cloakroom, family bathroom, en suite shower room, integral garage and off street parking for two cars.

**KINGSNORTH £269,995**

Situated in sought after Knights Park this four bedroom detached family home consists of lounge, separate dining room, fitted kitchen, utility room, en suite to master, family bathroom and downstairs cloakroom. There is a single integral garage and off road parking.

**HIGHLAND PARK GP-£275,000-£295,000**

Detached family home for sale in the often requested location of Highland Park. The accommodation comprises of 4 bedrooms, 3 reception rooms, lounge, fitted kitchen, family, en-suite shower room, downstairs cloakroom and utility room. There is a garage and off road parking for two cars.

**PARK FARM £290,000**

Detached family home in the ever popular location of Park Farm. The accommodation consists of 4 bedrooms, en-suite to master, lounge, separate dining room, kitchen, utility room, study, cloakroom and family bathroom. To the rear are (in our opinion) generous gardens mainly laid to lawn. Parking is provided by the double garage and off road parking for approximately 2 cars.

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**GODINTON PARK GP £335,000-£350,000**

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2 bed unfurnished mid terraced house. It comprises of 1 double size bed and 1 single, lounge, dining room, fitted kitchen, bathroom, gas central heating, garden, d.g. and on road parking. HOUSING BENEFIT CONSIDERED WITH A GUARANTOR. NO PETS. Rent: £450.00 per Month / Deposit: £500.00

DOVER, DOUGLAS ROAD



2 bed unfurnished mid terraced house. Newly decorated, through lounge/diner, fitted kitchen, bathroom, full gas central heating, partial d.g., rear garden and on road parking. HOUSING BENEFIT ACCEPTED WITH SUITABLE GUARANTOR. AVAILABLE NOW. Rent: £475.00 per Month / Deposit: £475.00

DOVER, STEMBROOK COURT



2 bed unfurnished self-contained flat, good decorative order, central heating, d.g. throughout, patio doors leading to small balcony, off road parking, rent includes hot water & central heating, shed. HOUSING BENEFIT ACCEPTED WITH A GUARANTOR. NO PETS. Rent: £495.00 per Month / Deposit: £495.00

DOVER, LOWTHER ROAD



3 bed unfurnished end of terrace house. Well presented family home, 2 double beds and 1 single, lounge, fitted kitchen, bathroom with shower off taps, full gas central heating, d.g., rear garden and on road parking. WORKING PEOPLE ONLY. PET NEGOTIABLE. AVAILABLE LATE OCTOBER. Rent: £525.00 per Month / Deposit: £525.00

DOVER, NEW STREET



1 bed unfurnished 3rd floor apartment. Well presented, entrance hallway, double bed, good size lounge, modern fitted kitchen, bathroom with overhead shower, storage heating and d.g. HOUSING BENEFIT ACCEPTED WITH GUARANTOR. SORRY, NO PETS OR CHILDREN. AVAILABLE NOW. Rent: £428.00 per Month / Deposit: £428.00

DOVER, HERON LODGE



Purpose built lower ground floor Studio flat. Unfurnished, fitted kitchen, bathroom, lounge/bedroom, economy 7 storage heating and private allocated parking space. HOUSING BENEFIT ACCEPTED WITH A GUARANTOR. NO PETS. Rent: £350.00 per Month / Deposit: £350.00

DOVER, STONEHALL, LYDDEN



2 bed unfurnished semi-detached chalet bungalow. Entrance hallway, lounge with log effect fire, modern fitted kitchen, 2 double beds, bathroom with electric shower, storage heating, d.g., gardens and parking. WORKING PEOPLE OR RETIRED PERSONS ONLY. NO PETS. SMALL CHILD ACCEPTABLE. Rent: £550.00 per Month / Deposit: £550.00

DOVER, CHERRY TREE AVENUE



2 bed 2nd & 3rd floor unfurnished maisonette. Newly carpeted throughout, 2 double beds, large kitchen/diner, bathroom, good size lounge and full gas central heating. HOUSING BENEFIT ACCEPTED WITH A GUARANTOR. NO PETS. AVAILABLE NOW. Rent: £450.00 per Month / Deposit: £450.00

DOVER, CLARENDON PLACE



3 bed unfurnished mid terraced house. Totally refurbished throughout, entrance hallway, lounge, 3 double beds, brand new fitted kitchen, large family bathroom, and brand new full gas central heating system, new d.g. windows and doors and on road parking. WORKING PEOPLE ONLY. NO SMOKERS. AVAILABLE MID NOVEMBER. Rent: £575.00 per Month / Deposit: £575.00

DOVER, CHRISTCHURCH WAY



2 bed unfurnished mid terraced house. Well presented family home, entrance hallway, lounge/diner, modern fitted kitchen, bathroom, 1 double bed and 1 small double, electric heating, d.g., rear garden and private off road allocated parking space. WORKING PEOPLE ONLY. NON SMOKERS. PET NEGOTIABLE. AVAILABLE LATE OCTOBER. Rent: £530.00 per Month / Deposit: £530.00

DEAL, COURT ROAD, WALMER



2 bed unfurnished top floor apartment. Recently decorated with new carpets fitted throughout, 2 double beds, fitted kitchen, good size lounge, bathroom with shower fitting off taps, full gas central heating, d.g., rear courtyard with private parking. WORKING PEOPLE ONLY. NO PETS. AVAILABLE EARLY NOVEMBER. Rent: £500.00 per Month / Deposit: £500.00

FOLKESTONE, RENDEZVOUS ST



1 bed unfurnished 1st floor self contained flat. Spacious property, entrance hallway, double bed with bathroom leading off, large, fitted kitchen, security entry phone system and Economy 7 storage heating. HOUSING BENEFIT ACCEPTED WITH GUARANTOR. NO PETS. AVAILABLE NOW. Rent: £350.00 per Month / Deposit: £350.00

PROPERTY OF THE WEEK



DEAL, FORELANDS SQUARE

3 bed semi-detached house in residential location. This well presented family home comprises of 2 double beds and 1 single with fitted slide robes to master bedroom, lounge/diner, fitted kitchen to include cooker, bathroom, d.g. throughout, full gas central heating, front and rear gardens and on road parking. WORKING PEOPLE ONLY. NO PETS. AVAILABLE NOVEMBER. Rent: £630.00 per Month / Deposit: £630.00

FOLKESTONE, CANTERBURY RD



3 bed 2nd floor furnished apartment in town centre. Entrance hallway with security entry phone system, 2 double beds & 1 single, fitted kitchen, lounge with balcony, bathroom, separate wc, full gas central heating, d.g., private off street parking. THE RENT INCLUDES HEATING & GAS. MUST BE WORKING. NO PETS. Rent: £415.00 per Month / Deposit: £415.00

DOVER, THE GATEWAY



3 bed unfurnished 7th floor apartment. Newly decorated with wooden flooring, entrance hallway, large lounge/diner, brand new fitted kitchen, rear balcony, 2 double beds & 1 single, bathroom, sep. wc, security entry phone system, full gas central heating, partial d.g., use of garage. RENT INCLUDES HEATING AND HOT WATER. WORKING PEOPLE ONLY. NO PETS. AVAILABLE NOW. Rent: £750.00 per Month / Deposit: £750.00

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Senior & General Appointments 56-59

- ACCOUNTANCY
- ADMINISTRATION, SECRETARIAL, PA
- AGRICULTURE, FORESTRY, ENVIRONMENT
- ART AND DESIGN
- CATERING, HOSPITALITY
- CONSTRUCTION, ARCHITECTURE, SURVEYORS
- CUSTOMER SERVICE, CALL CENTRE
- DOMESTIC
- EDUCATION, TEACHER, SCHOOL
- ENGINEERING, MANUFACTURING, UTILITIES
- ESTATE AGENCY, PROPERTY
- GRADUATE, TRAINEES
- HEALTH AND SAFETY, SECURITY, DEFENCE
- HR, RECRUITMENT
- INDUSTRIAL, WAREHOUSE, FACTORY
- IT, INTERNET, TELECOMS
- INSURANCE, BANKING, FINANCE
- LEGAL
- LEISURE, TOURISM, TRAVEL
- MANAGEMENT CONSULTANCY
- MANAGEMENT, SENIOR POSITIONS
- MARKETING, ADVERTISING

- MOTOR TRADE, DRIVER
- NOT FOR PROFIT, CHARITIES
- NURSING, MEDICINE, CARE WORK
- OTHER
- PRINT, PACKAGING, DISTRIBUTION
- PR, MEDIA, JOURNALISM
- PUBLIC SECTOR, SOCIAL SERVICES
- RETAIL, WHOLESALE, SALES
- SCIENTIFIC AND PHARMACEUTICAL, RESEARCH
- TRANSPORT, LOGISTICS, AVIATION

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ACH is a fast-growing organisation, developing new, high-quality residential homes for adults with Learning Disabilities. Due to our continued growth we now require the following staff to complement our team at our home in

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817040**

Part time Administrator Business Support Person

Folkestone based (Shearway Business Park) Management consultancy seeks part time administrator/business support person to work 8-12 days per month on a flexible basis. Main tasks will be to provide marketing and operations support. Must have good organisational and computer skills and be a self starter.

Position available immediately.
Please send CV to Robert Stearn at
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Requires

Experienced Stylists & Apprentices

At their Folkestone salon.
Please call Sarah on 01303 257795

ADMINISTRATOR

DMS family run Cleaning and Repairs Company are looking for a motivated confident person to work within their office, based near Folkestone. Experience in customer services and taking repair bookings. Must be computer literate. Knowledge of Quick Books system an advantage. 4 days per week, Monday - Friday 9-5
For further information please contact Fiona on 01303 248828 or email: fiona@dmspropertymaintenance.co.uk

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We are a Health & Nutrition company looking for serious people who want to earn £500-£1000+ per month full/part-time working from home.

Full training and support available.
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We are seeking outstanding individuals to join our highly qualified, experienced and motivated teams, many of whom have come from industry. We offer our students the best learning and training experience and we have the following vacancies available:

■ Programme Leader – Catering and Hospitality

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■ Chef Lecturer in Catering and Hospitality

Salary scale: £25,589 - £30,205 for 37 hours per week all year

■ Lecturer in Hairdressing

Salary scale: £25,589 - £30,205 for 37 hours per week all year

■ Programme Leader – Trowel Trades

Salary scale: £29,413 - £34,817 for 37 hours per week all year

■ Lecturer in Plastering

Salary scale: £25,589 - £30,205 for 37 hours per week all year

■ Trainer Assessor – Health and Social Care

Salary scale: £9,500 - £11,500 for 18.5 hours per week all year plus achievement incentives based on income and performance

■ Business Services Administrator (maternity cover)

Fixed term until the end of April 2011

Salary scale: £14,854 - £15,980 for 37 hours per week all year

For further details and to apply online please visit our website www.thanet.ac.uk and click on 'Vacancies'. Alternatively contact the HR office, Thanet College, Ramsgate Road, Broadstairs, Kent, CT10 1PN or telephone our application line for an application pack on (01843) 605052

Closing date: Friday 5 November 2010

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Cosywall Insulation, Pembury require

Domestic Insulation Surveyor



who will be required to convert generated leads and carry out technical property surveys to evaluate the existing levels of insulation and advise on grants available. Basic £20,000 + commission covering Kent, Sussex and Surrey. Surveying equipment is provided but own car is required.

Apply by tel. 01892 825757 or e-mailing cv to john@skinnerandreeves.com

Cavity Wall Technician

to operate in Tunbridge Wells and surrounding areas of Kent, Sussex and Surrey. Good customer skills and proven practical ability desirable. Basic + excellent bonus scheme, depending on experience.

Apply by tel. 01892 825757 or e-mailing cv to jo@skinnerandreeves.com

Both positions are permanent and offered by the Insulation division of Skinner & Reeves, established for over 50 years.

SENIOR PAYROLL/ACCOUNTS ASSISTANT

A vacancy has arisen for a Senior Payroll/Accounts Assistant within the Finance department, to work approximately 30 hours per week. The role will encompass a wide range of accounting and payroll duties, including PAYE, year-end payroll returns, P11D's, VAT and account reconciliations. The ideal candidate will have extensive accounts and payroll experience and be numerate and computer literate. Salary dependent on qualifications and experience.

Please send applications including current CV to Ms J Boraston, Finance Director, at the address below or email to joannab@blazeneon.com. Closing date Friday 12th November.

Blaze Neon Limited, 5 Patricia Way, Pysons Road, Broadstairs, Kent CT10 2XZ
01843 601075



The future of local media

Would you like to be a part of an exciting and growing team developing our portfolio across Kent's towns and districts?

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Media Sales Executives (Field Based)

We have an opportunity for highly motivated people to create and sell multi-media solutions in our market-leading portfolio of newspapers and magazines. We're not looking for people to just take orders; we're looking for people who can provide first class solutions for our customers. We believe good customer service is at the heart of our success and we want to recruit people who can develop excellent business relationships and present effective and innovative ideas that will provide real value and response for our customers.

Senior B2B Sales Professionals

To play a key role in developing new business and maintaining existing relationships. The ideal candidate should be comfortable with all stages of account management and should be proficient at sourcing leads, creating initial contact, delivering presentations, writing proposals, negotiating and closing. The person we are seeking will be an energetic and enthusiastic individual with good interpersonal skills, strong relationship-building capability and have excellent verbal and written communication ability. They will need to demonstrate a proven sales track record, preferably from within B2B media, will have a good understanding of the benefits of printed, online and live media and ideally have knowledge of the Kent marketplace.

Telephone Sales Executive

Are you confident, competitive, determined and hard working? Do you enjoy a challenge and have a 'can do' attitude? We are looking to recruit highly driven, experienced telesales professionals able to work under pressure to deadline and target, in our fast-paced advertising department.

Are you Sport mad?

Commercial Sales Manager (Sports Products)

Playing the key role in selling advertising and sponsorship across our new sports products is something that an all-round sports enthusiast would revel in. Candidates will possess a proven track record in media sales, combining excellent communication and presentation skills, a great business acumen, tenacity, and the ability to build positive business relationships. Ultimately, we need an articulate and assured sales person with a structured sales technique, a positive manner and passion for all things sport.

Events and Exhibitions Executive

You will play the key role in selling and coordinating our groups events, exhibitions and sponsorship across our market-leading portfolio of newspapers, magazines, show guides, websites and mobile products.

Reporters

We are looking for NCTJ-trained reporters to join our busy newsroom. Candidates must be genuine all-rounders who are able to write across the various sections of our newspapers and websites, from news to features and leisure. You will be a self-starter bursting with ideas who is able to adapt their writing style to meet the needs of a variety of publications.

Full-time Creative Personal Assistant

Reporting to the managing director and editorial director

The successful applicant will need to demonstrate they have the ability to not only produce excellent reports and run senior directors' diaries, but also have writing skills that would not be out of place in our newsroom. You will be producing monthly management reports and minutes of board meetings as well as preparing copy for marketing, and on occasions supplying well written PR for our websites, newspapers and magazines as well as the wider world of media. This position also demands absolute discretion as the business develops in the coming years.

The successful applicant must also have the ability to work to tight deadlines and be flexible when work demands dictate.

Some knowledge of media, marketing or PR would be advantageous.

We offer an excellent basic salary plus generous bonus scheme, ongoing training and career development, five weeks' annual leave, contributory pension and life assurance scheme (after qualifying period) and all the benefits of working for a large media organisation.

Please apply with your CV and covering letter in the first instance to:

sandra.waghorn@kosmedia.co.uk
or in writing to Sandra Waghorn,
ARCHANT KOS MEDIA,
Apple Barn, Hythe Road, Smeeth,
Ashford, Kent TN25 6SS

About us

KOS Media publishes the UK award-winning Kent on Sunday newspaper and a series of free weekly newspapers, magazines and associated websites and mobile products.

The company produces kentnews.co.uk and yourkentTV, an internet-based TV service providing regional and local news, business and sport, plus websites for jobs, property and motors.

KOS Media's newspapers have won more than 10 national awards, including UK Regional Newspaper of the Year, and UK Free Weekly Newspaper of the Year six times.

In June, 2010, media group Archant purchased KOS Media.

Archant is the UK's largest independently owned regional media business

It is a community media company active in the fields of regional newspaper and magazine publishing, contract printing and internet communications. All its titles serve clearly defined communities, based around locations or interest groups.

Archant can trace its roots back more than 160 years and today remains one of the country's largest independent media businesses. As a private company it employs 1,850 people right across England. It has an annual turnover of £142 million.

The newspaper division, Archant Regional, produces four daily regional newspapers and around 60 weekly titles with a combined circulation of 2.25 million copies every week. It is a UK top six regional newspaper publisher. It also publishes many of the group's 180 websites and a number of its magazines.

Archant also owns three magazine companies, which between them produce around 80 magazines.



KOS
media

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TERMS AND CONDITIONS**KOS MEDIA (PUBLISHING) LTD
TERMS AND CONDITIONS**

1. Advertisements will be accepted only on the express condition that the advertiser warrants that the advertisement does not in any way contravene any existing legislation and in particular the Trade and Description Act 1968 and the Consumer Credit Act 1974.
2. It is the responsibility of all advertisers to ensure that all advertising meets all forms of government legislation and KOS Media (Publishing) Ltd (the "media owner") takes no responsibility for liability or omission to the content of our media.
3. All rates quoted are subject to VAT at the rate currently in force at the time the advertisement appears.
4. All rates within the annual advertising agreement will be rate protected for 12 months from the first date of publication under the signed agreement.
5. Any unsuitable material posted on any website belonging to KOS Media (Publishing) Ltd by the advertiser or any associated third party will be removed or refused. All personal and sensitive information held by KOS Media (Publishing) Ltd and its Ltd in relation to the use of the posting of material on the media owner's online administration tool will be the responsibility of the advertiser. The advertiser indemnifies KOS Media (Publishing) Ltd against any damages as a result of misuse of these privileges by either the advertiser or any third party given password privileges by the advertiser.
6. KOS Media (Publishing) Ltd reserves the right to change passwords intermittently to ensure the overall and ongoing security of its websites within its public domain.
7. Copy rights, licence fees and other charges for the use of any part of any advertisement and moving film owned by KOS Media (Publishing) Ltd must have been sought, verified or paid for by the advertiser where applicable. Approval or permissions must have been given by any potential beneficial owner voice-over or music. The advertiser must be able to verify any statements or claims (promotional or otherwise) in relation to their products/services promoted within any of the media offerings belonging to KOS Media (Publishing) Ltd.
8. Where an advertisement is removed for whatever reason, the advertisement will be charged to the nearest full centimetre where it relates to the media owner's printed publications. This will NOT apply to full-page advertisements which remain full pages even after shrinkage.
9. KOS Media (Publishing) Ltd reserves the right to omit or refuse any advertisement/commercial/web content without notice or explanation. In these terms the word "advertiser" shall be construed to include any person or organisation placing an advertisement on behalf of another.
10. No guarantee of insertion can be given and the media owners shall not be liable for any loss or damage caused by any error or inaccuracy within your marketing content. In no case shall the total liability of the media owner for any error or omission exceed the price charged by the media owners for that advertising.
11. No liability is accepted for any loss or damage alleged to have arisen through delay in forwarding replies to Box numbers, however caused, nor for the loss or damage to any artwork supplied.
12. Any payment or insertion notice in your media messages with KOS Media (Publishing) Ltd must be made in writing to the accounts department within 10 days of publishing. KOS Media (Publishing) Ltd accepts no responsibility for any errors or omissions made on their websites by the advertiser.
13. KOS Media (Publishing) Ltd has the right to cancel the advertiser's annual membership without notice should the advertiser deliberately publish out of date material or content on any of the media owner's online digital platforms. KOS Media (Publishing) Ltd will seek to recover in full, all outstanding invoices in relation to the signed annual membership as a result of the advertiser's negligence in this regard and reserves the right to claim compensation for any potential legal action taken against them.
14. Advertisers are responsible to check their advertisements after the first insertion. The media owner will not be responsible for any errors on subsequent insertions, which have not been advised to them in writing.
15. A minimum of one month's notice must be given in writing for any cancellation of the signed annual advertiser's agreement. Upon cancellation, all discounts from KOS Media's standard media rates (July 2008-June 2009) will be recalculated and passed accordingly in line with KOS Media's standard media rate card (effective July 2008-June 2009) and will reflect the revised length of commitment denoted by the advertiser's written cancellation. Any charges, refunds or costs in relation to the production of the advertiser's TV commercial for the commitment set out within the advertiser's agreement will be met in full by the advertiser as per KOS Media's standard media advertising rate card (July 2008-June 2009). Discounts will be reapplied and any refunds or surcharges will be paid by either party within 30 days of the advertiser's written cancellation. Any TV advertising placed must give a series bookings will be forfeited by the advertiser upon cancellation.
16. Seasonal contracts, Your Professional classified advertisements or any uplift advertising within the annual contract with the advertiser will be invoiced in full - at rate card - on receipt of any written cancellation of this contract within the 12-months.
17. All uplift advertisements must be booked in at least three months in advance of publication and will be subject to availability. All dates booked will be on a first come first served basis.
18. The advertiser must agree to the date and time of filming of any online TV advertising commercial supplied by KOS Media (Publishing) Ltd within the advertiser's agreement, (Platinum, Gold, Silver standard of commercial). Should, for any reason, the advertiser not be available at the agreed time without giving sufficient notice (at least 48 hours), KOS Media (Publishing) Ltd reserves the right to charge for any further TV production at its standard hourly rate should the advertiser not be available. KOS Media (Publishing) Ltd will offer services to compensate its TV commercial or television budget included in the signed media agreement. The advertiser will approve and accept that there are only two choices of voice-over and music offered by KOS Media (Publishing) Ltd. Should an advertiser wish to use other voice-overs or non-copyright free music it is the responsibility of the advertiser to pay the PRS rights should they be required to do so. Any changes to or failure to approve the TV production by the deadlines agreed between both parties will result in KOS Media (Publishing) Ltd being given permission by the advertiser to receive payment for the TV production at its standard hourly rate. Payment will be received by the media owner until the advertiser can supply a TV commercial or television budget included in the signed media agreement. The advertiser also accepts and agrees that this action would not reduce the value or cost of their membership. Any cost of changes required to the TV commercial throughout the advertiser's agreement will be borne by the advertiser outside of this agreement.
19. Each advertiser accepts that their ranking and position within KOS Media (Publishing) Ltd's search engine will be equal to those within their category (Platinum, Gold, Silver, Bronze etc) after their media rank based on the search engine criteria of optimisation within their level (Platinum, Gold, Silver or Bronze).
20. Any delivery claims made by the advertiser or discount vouchers published within the print or online media of KOS Media (Publishing) Ltd and any action as a result of the public or otherwise is the sole responsibility of the advertiser. Any claims resulting from this via KOS Media (Publishing) Ltd must be met by the advertiser.
21. a. All credit account must be paid for payment statement notified to the Advertiser by the 30th day of each month. Failure to do so will incur a late payment fee. All sums due to KOS Media (Publishing) Ltd or RBS Factoring shall be paid in full, and the Advertiser shall have no right of set off in any circumstance.
b. In the event that payment is not received by KOS Media (Publishing) Ltd or RBS Factoring by the due date, the media owner shall be entitled to suspend all further advertising until payment is received and/or repudiate the contract and make any charges for breaking the contract.
c. In the event that payment is not received by KOS Media (Publishing) Ltd or RBS Factoring by the due date, the media owner reserves the right to charge interest on all overdue balances calculated on a daily basis at the rate of two per cent above the minimum lending rate of National Westminster Bank Plc from time to time in force.
d. Notwithstanding anything in these terms and conditions or implied to the contrary, in the event of the Advertiser ceasing to use the services of KOS Media (Publishing) Ltd for whatever reason, the whole amount of monies due from the Advertiser to the date of cessation shall fall due for immediate payment.
e. The Advertiser shall be liable for all costs incurred by KOS Media (Publishing) Ltd in the recovery of debts not paid by the due date.
f. Payment may be made by cheque, credit transfer, direct debit, cash and any major credit card.
22. Any discount which KOS Media (Publishing) Ltd may have agreed with the Advertiser shall be forfeited in the event of failure by the Advertiser to complete the contract or to meet the above credit terms.
23. Advertising Agency commission will be allowed to those advertisers recognised by KOS Media (Publishing) Ltd which shall not exceed ten per cent and will be subject to the terms of that recognition. This commission will not be allowed if the Advertising Agency fails to meet the terms.
24. All private advertisements and certain categories as laid down by KOS Media (Publishing) Ltd must be prepaid.
25. The Advertiser agrees to indemnify KOS Media (Publishing) Ltd in respect of all costs, damages or other charges falling upon the media owners or any of the companies in the KOS Media Group as the result of legal action or threatened legal action or threatened legal arising from the publication of any advertisement or advertising promotion.
26. An order for an advertisement shall amount to acceptance of these terms and conditions, and any condition placed on an order by an Advertiser shall be null and void in so far as it conflicts with these.
27. Copyright in advertisements produced wholly or partially by the media owners belongs to KOS Media (Publishing) Ltd. Advertisers may not reproduce such advertisements without the media owner's written consent.

All terms and conditions stated above are in place to protect the advertiser, the media owner and the communities they serve within the public domain as well as the beneficial rights of individuals and organisations. KOS Media will endeavour to always act reasonably in applying its terms and conditions.

Effective from June 2008

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Have you thought about a new and rewarding career?

All Seasons is expanding and looking for carers in your area to join our teams in providing domiciliary care and support services in the community.

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You must be able to work either early mornings or evenings and some weekends.

HO HO HO! Seeking all Santas

If you have a jolly personality, heaps of Christmas Spirit and a good rapport with children then we want you! To work in our Christmas Grotto at Bluewater Shopping Centre and Royal Victoria Place in Tunbridge Wells.

We supply full costume including beard and belly if required, comprehensive training and a fun working environment.

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Helpdesk Analyst Vacancy

Sittingbourne

Kent

St Regis Paper Company is the largest manufacturer and recycler of paper in the UK. We currently have a vacancy for a Helpdesk Analyst, based at our Divisional Head Quarters in Sittingbourne, Kent.

The main duties of the post will involve: receiving and logging incoming calls, diagnosing and resolving faults remotely, ensuring calls are satisfactorily resolved within acceptable timescales, producing management reports on Helpdesk statistics and assisting with documentation of Helpdesk procedures and tasks.

The ideal candidate will possess; excellent customer service skills, a professional telephone manner with an outgoing personality, an appetite to learn new skills and resolve customer's problems. Although not essential, previous experience in a customer facing role would be desirable.

Systems to be supported include; Windows operating systems, AS400 operations and bespoke applications, Lotus Notes, Microsoft products and a Helpdesk system. Whilst experience of these systems would be distinct advantage training will be given to the right candidate.

Salary range depending on experience £16 - 20,000 pa

Closing date for application strictly 18th November 2010

Successful applicants only will be contacted to attend a 1st Interview after week commencing 22nd November 2010.

Apply in writing with current CV to:

Ms Kerry Lillico
St Regis Paper Co Ltd IT Dept
Unit 2 Oaklands Court, Tiverton Way
Tiverton, Devon, EX16 6TG



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Women Seeking

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LYN young 50yr old lady, divorced, attractive, size 16, black hair, green eyes, no ties, dog, likes walks, meals out, nights in, socialising, seeks gent, 40-55. Tel No: 0906 515 7112 Box No: 350023

BEAUTIFUL slim, Oriental babe, 21, stunning figure, sees older, solvent gent, 70 plus to spoil and pamper her. Tel No: 0906 515 7112 Box No: 348545

TALL attractive nurse, dark hair, blue eyes looking to meet someone young and fit for off duty fun and friendship. Tel No: 0906 515 7112 Box No: 350719

LOVELY curly, extrovert, green eyed blonde, sees gorgeous, easygoing, fun male to share cuddles, laughs and TLC. Tel No: 0906 515 7112 Box No: 350697

ATTRACTIVE vivacious, curly blonde, beautiful brown eyes, many interests, looking for someone nice to cuddle up on the sofa and share good wine with. Tel No: 0906 515 7112 Box No: 350695

ATTRACTIVE vivacious lady seeks good looking male to share travel, romantic nights out and lots of TLC. Tel No: 0906 515 7112 Box No: 350693

BEAUTIFUL bubbly blue eyed blonde, full of life looking for similar extrovert male to put some fun back in her life. Tel No: 0906 515 7112 Box No: 350725

STUNNING blonde, feels life is for living looking for her Mr Right, 45-55, who can make her feel special. Tel No: 0906 515 7112 Box No: 350723

CURVY blonde, big blue eyes, many interests, WLTM genuine male to make her laugh and brighten up her day. Tel No: 0906 515 7112 Box No: 350721

STUNNING slim green eyed blonde, fun to be with, likes nights out, looking for that special someone. Tel No: 0906 515 7112 Box No: 350691

CUTE female, full of fun and always likes to try new things, seeks spontaneous, many male for fun and laughter. Tel No: 0906 515 7112 Box No: 349029

ATTRACTIVE fit brunette, good fun and down to earth, WLTM funny, romantic guy who knows how to enjoy life. Looks unimportant. Tel No: 0906 515 7112 Box No: 349007

SINGLE mum, 39, likes most things, seeks male with GSOH for LTR. Tel No: 0906 515 7112 Box No: 349999

BLUE eyed, slim single mum, needs help, seeks genuine caring man who wants a challenge. Tel No: 0906 515 7112 Box No: 382030

YOUNG bubbly, bouncy, romantic female, sexy, cool, seeks male for fun, friendship, maybe more. Tel No: 0906 515 7112 Box No: 349435

MARGARET 69, 5ft 4ins, active, N/S, GSOH, likes keep fit, walks, meals out, nights in, holidays, sees nice likeminded gent, 65-70 for friendship, maybe more. Tel No: 0906 515 7112 Box No: 349085

GORGEOUS tall feminine brunette seeks special loving, much older guy with a passion for life to get together with. Status unimportant. Tel No: 0906 515 7112 Box No: 349035

CHATTY blonde, fun to be around, will try anything once, looking for some serious fun with confident guy. Tel No: 0906 515 7112 Box No: 349033

PROFESSIONAL attractive, friendly, black British female, mid 40's, size 10-12 likes socialising, seeks sincere male of any nationality for LTR. Tel No: 0906 515 7112 Box No: 341125

ATTRACTIVE young at heart professional, tries seeks attractive male for mutual friendship. Status unimportant. Tel No: 0906 515 7112 Box No: 355886

KAREN 34, leggy blonde who knows there's more to life than just work! WLTM confident professional male for time off meets in London and fun. Tel No: 0906 515 7112 Box No: 342525

VIVACIOUS brown eyed blonde seeks tall, confident, tactile guy looking for romantic fun. Tel No: 0906 515 7112 Box No: 347123

PATRICIA outgoing, confident, feminine, warm, friendly, smart, good company, attractive, seeks similar male. Tel No: 0906 515 7112 Box No: 347215

HONEST caring, genuine female, 44, GSOH, likes meals out, nights in, seeks similar male. Tel No: 0906 515 7112 Box No: 381844

RICHARD 49, fit, slim, professional, GSOH, tactile, affectionate, likes most things, seeks slim, affectionate female. Tel No: 0906 515 7112 Box No: 349519

EARLY 60's male, 5ft 8ins, blue eyes, GSOH, likes most things, seeks similar fair loving female, 55 plus for good times, maybe more. Tel No: 0906 515 7112 Box No: 381962

6FT male, 24, brown hair, blue eyes, slim, athletic, outgoing, likes clubs, bars, sports, gym, seeks female for fun and friendship, maybe more. Tel No: 0906 515 7112 Box No: 349981

CHARISMATIC creative, intelligent, handsome, quintessentially sexy male model/massage therapist, 39, seeks stylish stunning, sensual lady. London. Tel No: 0906 515 7112 Box No: 381898

ATTRACTION 47, young looks, nice personality, loyal, GSOH, pet lover, seeks female for text friendship, maybe more. Tel No: 0906 515 7112 Box No: 349285

PAUL 44, 5ft 7ins, outgoing, caring, smoker, seeks slim, outgoing, fun girl, 30-45 for friendship, maybe more. Tel No: 0906 515 7112 Box No: 349313

PROFESSIONAL affluent executive, 5ft 8ins, N/S, needs to correct work/life balance, seeks lady, 35-45 to share quality time with. Tel No: 0906 515 7112 Box No: 349871

BLACK male, 30, attractive, seeks female, 25-35 for serious relationship. Tel No: 0906 515 7112 Box No: 349267

ANDY 42, romantic, loving, attractive, likes nights out, cooking, weekends away, seeks busy female, 32-55 with GSOH for LTR. Tel No: 0906 515 7112 Box No: 348973

TALL loving Latino male, well built, slim olive complexion, open minded, likes music, sports, culture, politics, seeks intelligent, attractive female, 30-45 with GSOH for LTR. Tel No: 0906 515 7112 Box No: 340165

SUSSEX male, 45, trusting, prepossessing, seeks female, 40-50 faithful and believes that romance is not dead. Tel No: 0906 515 7112 Box No: 381884

SOLVENT male, 45, 5ft 10ins, dark hair, fit, sporty, seeks tall, curvy female, 35-45. Tel No: 0906 515 7112 Box No: 381870

SLIM good looking male, naturalist, likes conversation, wine, sunshine, seeks female with similar interests. Tel No: 0906 515 7112 Box No: 381840

WIDOWER 66, tall, likes sports, meals out, walks, seeks attractive female of similar age for friendship, maybe more. Tel No: 0906 515 7112 Box No: 349581

PAUL 44, easygoing, seeks attractive, naturalist, likes conversation, wine, sunshine, seeks female with similar interests. Tel No: 0906 515 7112 Box No: 381896

NICE male, late 50's, tall, blue eyes, grey hair, friendly, fit, likes boats, cars, outdoors, seeks female, late 50's for 1-2-1. Tel No: 0906 515 7112 Box No: 381886

PROFESSIONAL male, 55, slim, 5ft 11ins, divorced, N/S, likes travel, sports, walks, seeks slim, fit, N/S, genuine female, 48-59. Tel No: 0906 515 7112 Box No: 350257

TALL athletic 30yr old male, seeks caring female, size 16 plus for fun, leading to relationship. Tel No: 0906 515 7112 Box No: 349107

BARBARA divorced, active, 5ft 7ins, dark hair/eyes, likes cinema, theatre, meals out, holidays, seeks intelligent male with GSOH for friendship, maybe more. Tel No: 0906 515 7112 Box No: 346745

SINGLE male, 60, medium build, kind, caring, GSOH, likes music, walks, places of interest, WLTM lady up to 60. Tel No: 0906 515 7112 Box No: 350043

JAMES late 40's, likes walks, socialising, cinema, meals out, theatre, teetotal, sees female, 40-50, for friendship, maybe more.

AFFABLE gentle teacher, 56, likes rock, arts, culture, travel, sees intelligent, attractive woman, no kids for LTR/marriage. Tel No: 0906 515 7112 Box No: 350545

CRAIG 25, likes wrestling, theatre, church, socialising, sees lady, 18-40 preferably ex model for LTR. Redhill. Tel No: 0906 515 7112 Box No: 347051

NICK 28, builder, 6ft, shaved head, blue eyes, medium build, likes meals out, cinema, holidays, seeks single, genuine black female for 1-2-1 relationship. Tel No: 0906 515 7112 Box No: 348663

JOHN 5ft 2ins, medium build, likes cerec dancing, walks, meals out, down to earth, seeks slim medium build female, 45 plus for LTR. Tel No: 0906 515 7112 Box No: 349119

DAVID young intelligent, strong, funny male, 30, black British African, seeks beautiful female with GSOH to share relationship and fun. Tel No: 0906 515 7112 Box No: 381898

ATTRACTION blond blue eyed male, 47, HIV positive, extremely genuine, sincere, GSOH, OHAC, seeks warm, sincere, Oriental/black/Asian female. Tel No: 0906 515 7112 Box No: 348973

EARLY 60's male, 5ft 8ins, blue eyes, GSOH, likes most things, sees similar fair loving female, 55 plus for good times, maybe more. Tel No: 0906 515 7112 Box No: 349196

ANDY 42, romantic, loving, attractive, likes nights out, cooking, weekends away, seeks busy female, 32-55 with GSOH for LTR. Tel No: 0906 515 7112 Box No: 349939

CHARISMATIC creative, intelligent, handsome, quintessentially sexy male model/massage therapist, 39, seeks stylish stunning, sensual lady. London. Tel No: 0906 515 7112 Box No: 381898

TALL loving Latino male, well built, slim olive complexion, open minded, likes music, sports, culture, politics, seeks intelligent, attractive female, 30-45 with GSOH for LTR. Tel No: 0906 515 7112 Box No: 340165

MARK 58, divorced, bi, 5ft 11ins, good shape, seeks bi male for fun and friendship. Tel No: 0906 515 7112 Box No: 337763

VIC 70, fit, healthy, own home, seeks CD male for fun and friendship. Tel No: 0906 515 7112 Box No: 383903

ANTHONY divorced, bi-curious, fit, 40's, likes wine, travel, seeks similar guy to see what happens. Tel No: 0906 515 7112 Box No: 381120

JAMIE Eastbourne, 35, gay, seeks same in local area for LTR. Tel No: 0906 515 7112 Box No: 381522

TALL blond, muscular non scene guy, 29, seeks older solvent gent, 65 plus for friendship/relationship. Tel No: 0906 515 7112 Box No: 348543

ROMANTIC good looking male, early 50's, many interests, seeks tall, 'black lady' for friendship. Tel No: 0906 515 7112 Box No: 381418



Men Seeking

HONEST reliable, handsome, black male, 47, affectionate, seeks female for discreet fun times. London. Tel No: 0906 515 7112 Box No: 350541

LEO passionate, uninhibited, medium build, caring, mature, semi retired, N/S, easygoing. OHAC, GSOH, seeks similar petite lady. Tel No: 0906 515 7112 Box No: 349981

6FT 2ins male, dark hair, blue eyes, hardworking, professional, GSOH, likes sports, travel, sees outgoing female. Tel No: 0906 515 7112 Box No: 381966

ATTRACTION caring male, 36, likes most things, meals out, cinema, walks, nights in, seeks nice lady, 20-40 for good times. Eastbourne. Tel No: 0906 515 7112 Box No: 362058

BLACK male, 25, tall, seeks female, 25-35 for serious relationship. Tel No: 0906 515 7112 Box No: 382044

DO YOU fancy a real sexy man, Duracell type to make your dreams come true. Me 55, you 48 plus. Tel No: 0906 515 7112 Box No: 350583

EXCITING 55yr old pleasant male, all action, seeks similar open lady, 48-65. Tel No: 0906 515 7112 Box No: 350579

MATURE attractive, fit male, 55, all action, seeks similar open lady, 48-65. Tel No: 0906 515 7112 Box No: 349805

WIDOWER 66, tall, likes sports, meals out, walks, seeks attractive female of similar age for friendship, maybe more. Tel No: 0906 515 7112 Box No: 349581

PAUL 44, easygoing, seeks attractive, naturalist, likes conversation, wine, sunshine, seeks female with similar interests. Tel No: 0906 515 7112 Box No: 381896

NICE male, late 50's, tall, blue eyes, grey hair, friendly, fit, likes boats, cars, outdoors, seeks female, late 50's for 1-2-1. Tel No: 0906 515 7112 Box No: 381886

PROFESSIONAL male, 55, slim, 5ft 11ins, divorced, N/S, likes travel, sports, walks, seeks slim, fit, N/S, genuine female, 48-59. Tel No: 0906 515 7112 Box No: 350257

TALL athletic 30yr old male, seeks caring female, size 16 plus for fun, leading to relationship. Tel No: 0906 515 7112 Box No: 349107

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Picture IGOR KUPCO



TOUGH GOING: Dover are without a win in four games

Winless streak continues for toothless Sharks

RUGBY

Dover 10 Chichester 10

DOVER are now without a win in their last four games after a Chichester penalty in stoppage-time snatched victory from their grasp at Crabble.

The Sharks went into the game on the back of three straight defeats, while Chichester boasted a six-game unbeaten run, although both squads were severely hampered by injuries.

With a powerful pack driving them on, Chichester pushed Dover back in the early stages and scored the afternoon's first try in only four minutes after snaffling a loose ball in midfield.

Playing down the Crabble slope in the second-half, Dover looked dangerous through Townley, Martyn Beaumont and Ricky Mackintosh, but a desperate Chichester defence kept them at bay. Both sides missed attempts at goal and Dover's decision-making let them down too often before the West Sussex side kicked a penalty seven minutes into added time to level the scores.

The Sharks are now sixth in London 1 South, three points behind Chichester and 13 adrift of leaders Tonbridge Juddians, whose mammoth winning run was finally ended at Cobham on Saturday.

GOLF

Picture ADY KERRY



GRAND: Royal St George's to host the 2011 Open

Royal St George's in shape for The Open

A LEADING tournament official has given his backing to the excellent condition of Royal St George's as preparations for next summer's Open Championship intensify.

The oldest of the sport's four major tournaments makes its 13th visit to the club in Sandwich Bay next July after an eight-year absence.

The R&A, which organises the event, have been in close contact with the historic club since announcing them as 2011 hosts three years ago. Members of their championship team now make weekly visits to keep the project on track.

While a host of other logistical factors are still to be finalised, the club itself is deemed to be in great shape to host the world's finest players.

David Hill, the R&A's championship director, is delighted with the standard of the course, which has undergone only minor alterations since the 2003 Open.

"We're very happy, the bunkers are all being riveted and everything's being done to ensure the fairways are running," he said. "Of course, we're in the hands of the weathermen as to whether the rough will be light or heavy."

"We actually haven't made that many changes. The course was a great test here the last time – Ben Curtis won on one-under-par, so in that sense it was a very good test of golf and there's no real need to make it a lot more difficult."

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OPPORTUNITY: Whites' boss Martin Hayes, far right, says that his side can give Gillingham a game in the FA Cup, especially with Adam Birchall, left, in red-hot scoring form

Hayes excited by chance to give Gills an FA Cup beating

FOOTBALL

■ BY TOM HOWARD

DOVER Athletic boss Martin Hayes is more than convinced his side have the potential to cause an upset by knocking Gillingham out of the FA Cup.

The Whites have earned the right to take on the county's leading club at Priestfield on Saturday, after thrashing Farnborough 5-0 in last Tuesday's first round replay.

Hayes said: "It's a massive game for the club and myself. To be able to say I have led Dover into the FA Cup first round against Gillingham sounds great every time I say it."

"We will be giving it our all. There are only about 35 places between the two clubs and it's the FA Cup so anything can happen. It's a great occasion for the supporters who have watched their club come up from Ryman South to the Conference South. I just hope we can give them something to cheer about."

Not only is the tie Dover's first FA Cup first round appearance for eight years, but in many ways it is the dream clash for supporters after a summer of upheaval involving the two clubs.

Athletic chairman Jim Parmenter and supporters were left angered when then manager Andy Hessenthaler, his replacement Ian Hendon, academy boss Darren Hare and Nicky Southall all left the club to join the Gills before the start of the season. The bad blood in the summer forced the Whites to cancel their pre-season game with Gillingham.

Dover have been handed 2,400 tickets for the trip, of which 2,000 have already been sold for the eagerly anticipated game.

Hayes said: "To have nearly a third of the

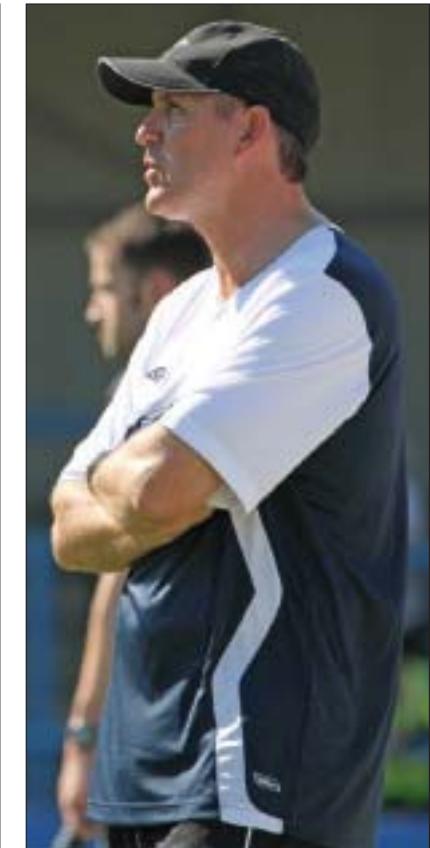
ground should create a great atmosphere and I'm sure the supporters will be making some noise. Obviously there is the rivalry between the two clubs, but I'm sure the Dover fans will want to beat Gillingham whoever is in charge."

Although the Dover boss is confident his side can cause an upset, Hayes expects Hessenthaler to rally his side in a bid to avoid a shock FA Cup exit.

He said: "I think Andy (Hessenthaler) will be winding his players up before the game because he will not want to come unstuck against Dover. They are professionals and if they perform to their potential then it will be tough. However, if we perform to our best we have certainly got enough to hurt them."

The Whites moved up to fifth in Conference South after a 4-1 win at Bishop's Stortford on Saturday.

In-form striker Adam Birchall grabbed a brace while Joe Tabiri and Harry Baker completed the scoring.



Pictures SIMON HARRIS

Porter spurs his players on to cause major cup upset

Picture: IGOR KUPCO



HIGH HOPES: Scott Porter, right, has been running the rule over Hythe's League Two FA Cup opponents Hereford

HUNDREDS of Hythe Town supporters will head to Hereford United on Saturday hoping their dream FA Cup run still has at least one twist in the tale.

The lowest ranked club left in the competition have won six ties to reach the first round proper, knocking out a Conference South and Ryman Premier club along the way.

A game against Football League opposition this weekend is their reward, with about 500 supporters expected to make the long journey.

While just being in the first round is a huge achievement – it is the first time a Kent League side has reached this stage for more than half a century – Town boss Scott Porter is urging his players to believe they can spring another surprise.

"We believe we can get at least a draw and take them back to our place," he said.

Unprecedented

"We have to enjoy what has happened and soak it up, but we're not going to go there and roll over. As soon as we get in the changing room it will be serious, although I don't think we will need a lot to get us going."

"We might need to have a bit of luck and need them to have an off-day, but we've got to make sure we're in the game, not concede in the first 20 minutes and build from there."

"The confidence around the place is fantastic, we just can't wait to get on with it."

The club has received unprecedented media attention since reaching the first round,

FOOTBALL

■ BY DAVID PRITCHARD

with national newspapers and television crews visiting Reachfields in the last week.

Porter is preparing as professionally as possible and travelled to watch Hereford take on Aldershot in League Two last night.

He also met up with Gills boss Andy Hessenthaler on Monday to look over some DVDs of United in action.

The Town boss may want to avoid looking at highlights from Saturday's game, when struggling Hereford suddenly found some form as they thrashed Stockport County 5-0.

The gulf between the sides was demonstrated last weekend. While the Bulls were running riot at Edgeley Park, Hythe were losing 2-0 to Lordswood in front of 105 spectators.

Both goals in the Premier Division Cup first round first leg came in the opening 12 minutes, with Gavin Ransley putting through his own net for the second goal.

Porter, who rested all his key players, was not too concerned about the display.

He said: "No disrespect to the League Cup, but it's not something we have our eyes on. It was a good game to play in because if it had been a league game we might have come unstuck. It was just a game we had to get out of the way."

• If you can't get to the game on Saturday and want to follow Hythe's progress, visit www.kentsport.co.uk from 2pm onwards for all the build up, live match updates, report and reaction.

FOOTBALL



KEY MAN: Jimmy Dryden should return to action soon

Cugley hopes return of Dryden can help shot shy Invicta

Folkestone Invicta 0 Thamesmead 0

A LACK of firepower again hampered Folkestone Invicta as they were unable to find a way past Ryman North side Thamesmead Town on Saturday.

Frankie Chappell came closest to breaking the deadlock in the FA Trophy tie when he hit the crossbar, but the visitors also struck the woodwork as they set up a replay at Bayliss Avenue last night.

The Seasiders have struggled going forward all season, with just seven goals scored in 12 league games. Injuries have prevented first choice front two Jimmy Dryden and Paul Jones from playing together, while a move for Stuart King has stalled with Herne Bay believed to be asking for £4,000.

The problems may start to ease imminently, however, with James Everitt returning from a three-game suspension for Saturday's trip to Canvey Island. More significantly, Dryden's knee has been given the all-clear from doctors and the striker returned to light training last weekend.

If all goes well the forward, who also missed most of last season, could make his long-awaited playing return later this month, much to the relief of Invicta boss Neil Cugley.

He said: "Jimmy's just a quality player, a 20-goals a season man and we have really missed him. He's a class act and a player we can't really replace."

While the FA Trophy provided a welcome diversion, staying in the Ryman Premier remains the priority. A slow start means Invicta travel to Canvey on Saturday in the relegation zone, a position Cugley is keen to rectify quickly.

He said: "We've got to start getting some points on the board. I haven't seen anything in the league to frighten us, but we have to have our better side out to cause problems."

Log on to www.yourshepway.co.uk for details of last night's replay at Thamesmead.



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(Not including midweek games)

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2 Bishop's Stortford	13	8	4	1	+7	28
3 Chelmsford City	12	8	1	3	+9	25
4 Welling United (-5)	13	9	2	2	+13	23
5 Dover Athletic	12	7	2	3	+11	23
6 Ebbsfleet United	12	6	4	2	+6	22
7 Eastleigh	12	6	2	4	+5	20
8 Farnborough	12	4	5	3	-2	17
9 Hampton & Richmond	13	4	4	3	+5	16
10 Havant & Waterlooville	11	4	4	3	-1	14
11 Woking	12	5	1	6	-4	16
12 Weston-super-Mare	13	4	4	5	-6	16
13 Basingstoke Town	12	4	3	5	-2	15
14 Dorchester Town	13	4	3	6	-4	15
15 Bishop's Stortford	13	5	0	8	-13	15
16 Staines Town	12	3	5	4	-1	14
17 Maidenhead United	11	4	1	6	-9	13
18 Dartford	12	2	5	5	-3	11
19 St Albans City	12	1	6	5	-6	9
20 Thurrock	12	0	6	6	-9	6
21 Lewes	13	1	3	9	-11	6
22 Boreham Wood	12	1	3	8	-12	6

RYMAN PREMIER DIVISION

1 Kingstonian	12	8	1	3	+10	25
2 Sutton United	12	7	4	1	+5	25
3 Bishop's Stortford	12	7	3	2	+9	24
4 Concord Rangers	13	5	5	3	+2	20
5 Tonbridge Angels	13	6	2	5	+4	20
6 Billericay Town	13	5	5	3	+8	16
7 Hendon	11	5	4	2	+8	19
8 Bury Town	11	5	4	2	+4	19
9 AFC Hornchurch	13	5	4	4	-3	19
10 Cheshunt Athletic	9	5	2	2	+8	17
11 Hastings United	13	4	5	4	+2	17
12 Cray Wanderers	12	4	4	4	+8	16
13 Margate	12	4	4	4	+5	16
14 Canvey Island	11	4	4	3	+5	16
15 Tooting & Mitcham	13	4	3	6	-8	15
16 Walthamstow	12	3	3	6	-3	12
17 Maidstone United	14	2	5	7	-8	11
18 Harrow Borough	11	3	1	7	-8	10
19 Aveley	13	2	4	7	-10	10
20 Folkestone Invicta	12	2	4	6	-11	10
21 Croydon Athletic	11	2	3	6	-12	9
22 Horsham	11	2	2	7	-13	8

KENT LEAGUE PREMIER DIVISION

1 Herne Bay	11	6	4	1	9	22
2 VCD Athletic	10	6	3	1	6	21
3 Beckenham Town	9	6	1	2	8	19
4 Greenwich Borough	9	6	0	3	10	18
5 Deal Town	10	5	1	4	-2	16
6 Hythe Town	7	4	1	2	6	13
7 Tonbridge Wells	9	3	4	2	3	13
8 Scaresbury Town	9	4	1	4	-2	13
9 Tonbridge Angels	7	3	3	1	10	12
10 Norton Sports	8	2	4	2	1	10
11 Fisher	9	3	1	5	-5	10
12 Erith & Belvedere	7	2	1	4	3	7
13 Corinthian	8	2	1	5	7	7
14 Lordsworth	8	1	2	5	-6	5
15 Holmesdale	10	1	2	7	-11	5
16 Sporting Bengal	9	1	1	7	-17	4

FIXTURES (Saturday):

FA CUP FIRST ROUND: Gillingham v **Dover Athletic**, Hereford v **Hythe Town**

RYMAN LEAGUE PREMIER DIVISION: Canvey Island v **Folkestone Invicta**

HELD OFF: Folkestone were 20-5 down at half-time



Smile Community Dental Centre

30-32 Castle Street, Dover. CT16 1PW

www.dentalclinic.me.uk

Tel: 01304 248078 / 01304 214616 / 01304 248070



We still have places for new NHS dental patients but places are filling up fast...

Your treatment will be free of charge if :

- You are under 18 years of age and in full time education
- You are pregnant or if you have had a baby in the last 12 months
- You are in receipt of income support
- You are in receipt of income based job seekers allowance or income related Employment and Support Allowance
- You are in receipt of Pension Credit Guarantee Credit
- You are named on a valid HC2 or HC3 Certificate
- You are named on a valid tax credit exemption certificate or card

If you are not exempt from charges, you should pay one of the following charges :

Band 1 £16.50

This covers an examination, x-rays, preventative advice and a scale and polish if it is needed

Band 2 £45.60

This covers everything listed in Band 1 plus any further treatment such as fillings, root canal work or if you need one or more extractions

Band 3 £198.00

This covers everything listed in Bands 1 and 2 plus crowns, bridges or dentures

we offer full range of NHS (and private) dental treatment and are open until late most nights and on Saturday mornings.

If you would like to book your first visit to our clinic, please telephone, email or just walk-in and book your appointment.

We have access ramps for patients who use a wheelchair, just let the reception know at the time of booking and we can arrange for you to be seen in our ground floor clinic.

Our opening times are listed below:

Monday-Friday 8am-8.00pm

Saturday: 9am-2pm

We will always try our hardest to make sure you're happy while you're here. If you have any good or bad comments to say about us we always like to hear them - ask one of our reception staff to get you a customer comments card.

Have you got a dental wish list?

Do you want to change your smile?

Would you like to whiten your teeth?

Would you love to replace missing teeth?

Do you dream of finding a fixed alternative to wearing dentures?

Are you self-conscious about broken or chipped teeth?



We can put a smile on your face!

By using high quality dental materials and the latest methods of dental treatments our friendly team will work with you to create the smile that you wish for.

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